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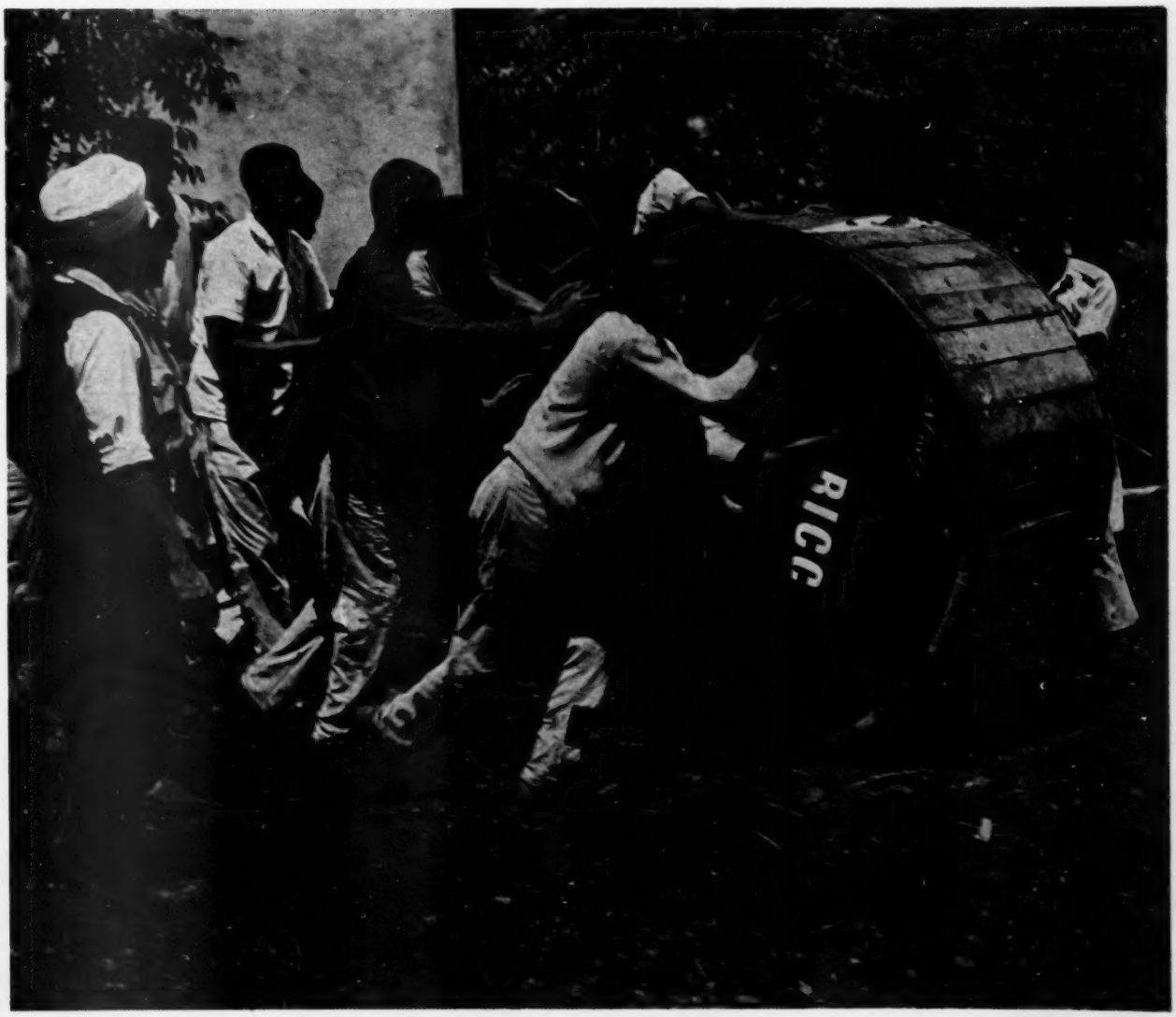

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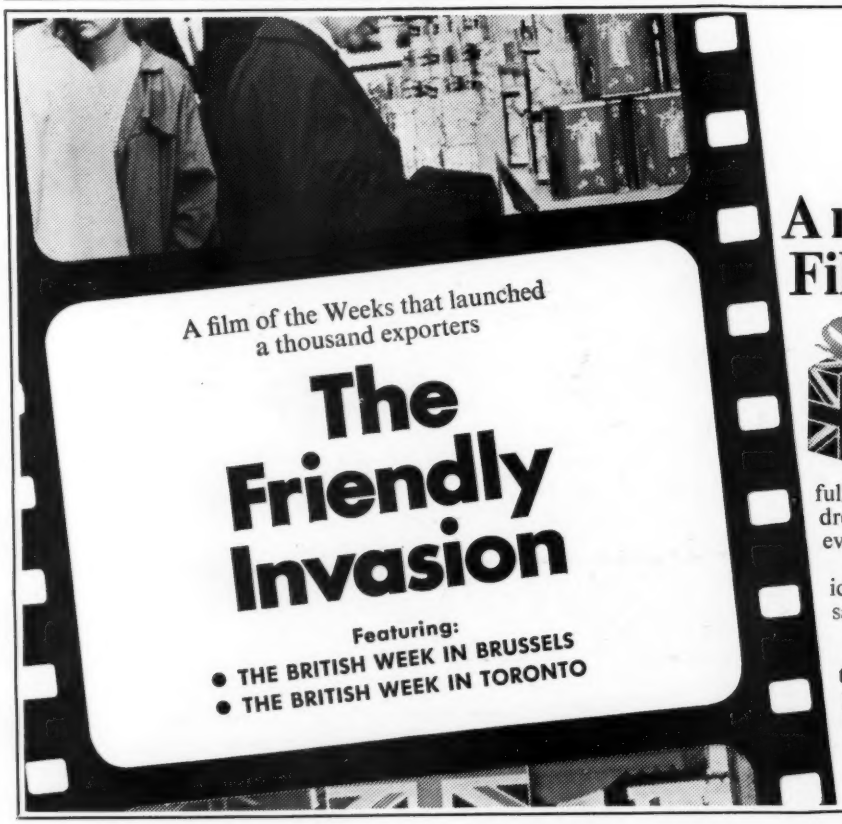
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Front cover photograph

Installing low voltage power cables at the new Kenya Science Teachers College, Nairobi. The cables were manufactured by British Insulated Callender's Cables' Erith Works, Kent, and supplied by A. Baumann (Kenya) Ltd., the company's agents. They were installed by African labour under the supervision of the electrical contractor, Messrs. Dalip Singh.

Have you got the 1968 editions of these Board of Trade Export Handbooks?

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No.1 'Services for British Exporters', is a comprehensive guide to the help on offer from Government and other organisations. The handbook is designed as a work of reference and contains a full alphabetical index.

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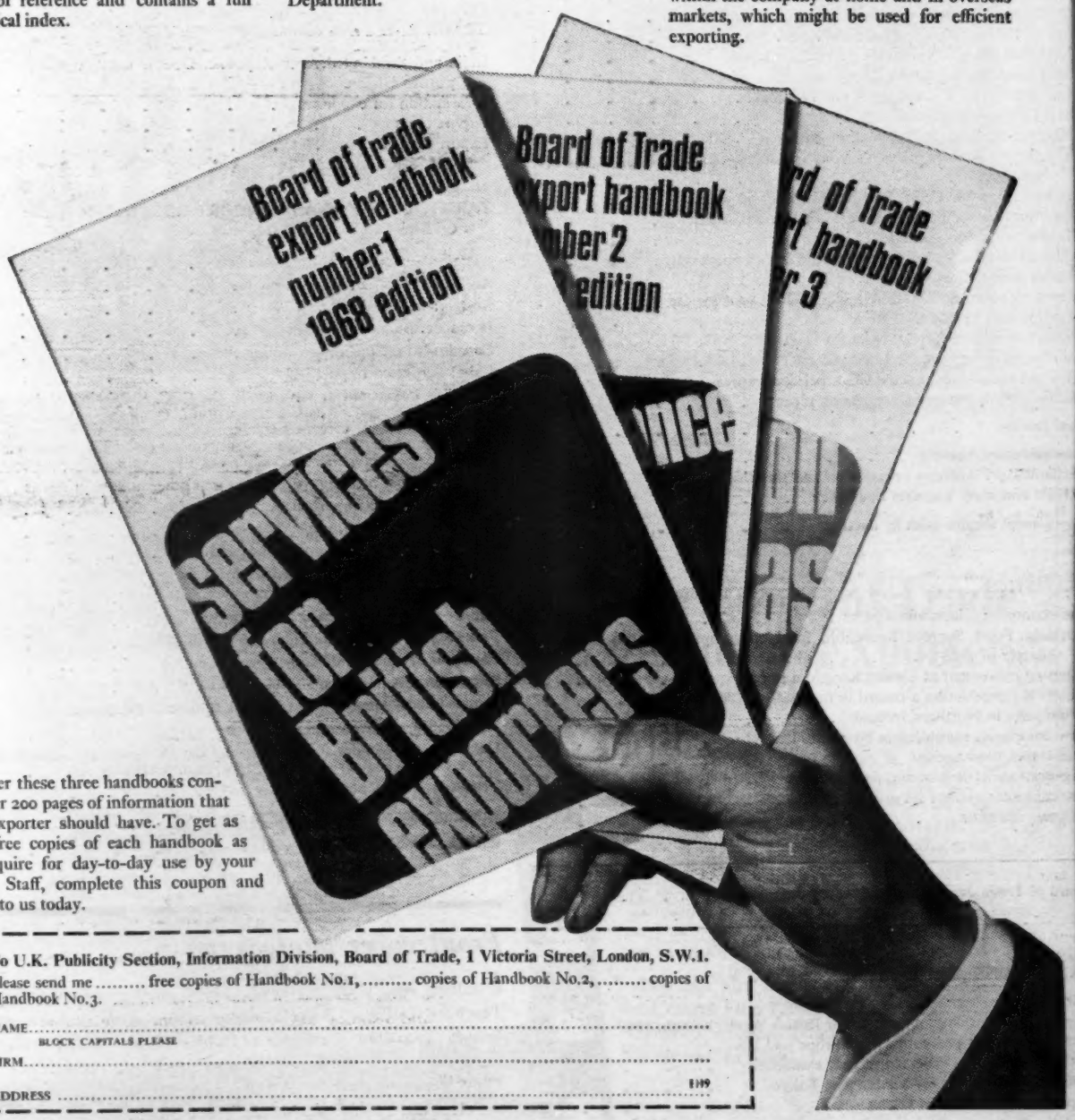
No.3 'Organisation for Overseas Marketing', is intended especially for use by chief executives and senior management as a systematic guide to the types of organisation, both within the company at home and in overseas markets, which might be used for efficient exporting.



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Hawaii — 'Gateway to the Pacific'

by R. T. Landale, HM Consul in Honolulu

THE HAWAIIAN ISLANDS (formerly the Sandwich Islands) were discovered by Captain Cook in 1778. Hawaii became the 50th State of the United States in 1959. It ranks 44th among the States in population (800,000) and 47th in land area (6,435 square miles).

Nationals of the State of Hawaii are full American citizens and the State is an integral part of the United States' Fiscal, Judicial, and Military systems. American currency and customs tariffs apply to Hawaii as also do the United States Food and Drug, Labelling Plant Quarantine and Shipping Documentation requirements. Exporting to Hawaii is, in essence, the same as exporting to San Francisco or Los Angeles.

The capital city, Honolulu, is situated on the island of Oahu and is the centre for government, commerce, shipping and industry. It is one of the world's favourite tourist resorts and is the headquarters of all the American Armed Services operating in the Pacific. The Naval Shipyard at Pearl Harbour is one of the largest in the world and is steadily expanding.

Economy

Hawaii's importance as a strategic centre and its accessibility, in the jetage, as a holiday resort are the two main factors that have combined to transform the islands from a relatively static farm economy dependent on sugar and pineapple crops to a rapidly growing and increasingly diversified economy.

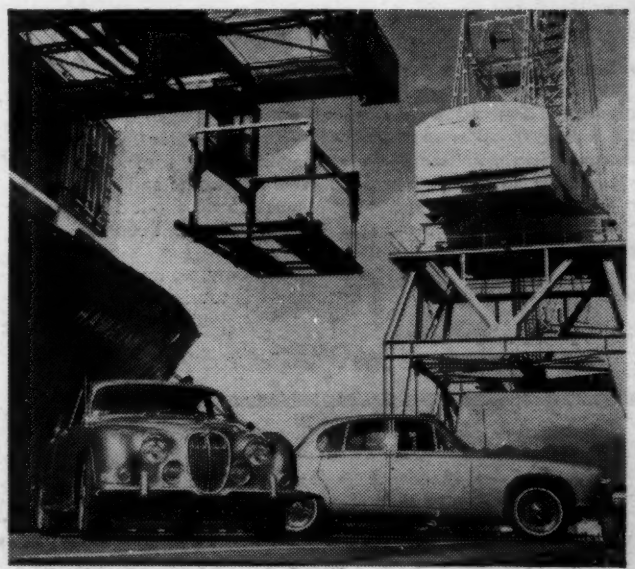
Hawaii attracts not only a rapidly growing tourist trade, but also businessmen from the Americas, Asia, Australasia and Europe. Federal spending on research projects and private investment in manufacturing and construction have brought Hawaii into the main stream of American business life. The opening of a foreign trade zone in Honolulu was a step towards making Hawaii a display, convention, sales and service centre for the Pacific area.

Apart from the activities of the defence and research establishments, the principal industries are the processing and packaging of foods and drinks, the manufacture of containers, chemical fertilizers, wall-board (made from bagasse), construction and tourism. There is also a garment and native craft industry. There were over one million visitors to the Islands in 1967, and this figure is expected to grow annually. A large investment is being made in the construction of new hotels for tourists as well as of housing for the growing resident population.

The market

There are three main types of buyers in the Hawaiian market: producers, Governmental agencies and consumers. The producer demand arises from both the manufacturers who import equipment and raw materials to make finished products for the local market and from producers of crops, e.g. sugar and pineapples who buy equipment to process and pack their products for export. Government buying for the defence establishments and for research projects (e.g. the NASA Tracking Station) is likely to grow to $700 million annually in the near future Consumer demand arises not only from local residents but from the growing numbers of Government employees (military and civilian) and visiting tourists.

The range of goods that can be sold in this warm climate is obviously not as great as the range called for on the Mainland where the winters are colder. The Hawaiian demand is for lightweight clothing, woollens, rainwear, footwear, household equipment of all kinds, food, cars and boats. Besides the consumer demand, which includes that of the tourists, there are the demands of the other two classes of buyers mentioned above; the producers who import machinery, manufacturing and building equipment and the Government agencies with their vast requirements for defence and research.



Jaguar cars being discharged at Honolulu, Hawaii by Matson Navigation Company for Cosmopolitan Cars Inc., local distributors.

There is a demand in Hawaii for the following products and services:

- Foodstuffs.
- Machinery of all types – both heavy and light, particularly for agriculture.
- Tiles, floor coverings, fixtures for houses, hotels, etc.
- Plastic materials.
- Stone-ware, china and glass.
- Draperies and household linen.
- Technical services in specialized fields such as chemicals, audio-sonics, anti-corrosion methods, fertilizers, waste disposal, incineration and sewage treatment.

Imports

Because it is part of the United States, the bulk of Hawaiian trade is with the Mainland. There are, however, other sources of

imports, the chief of which are shown in the following table of figures for 1966:

Japan	$28,398,000
Canada	$5,522,000
West Germany	$4,143,000
New Zealand	$4,112,000

There are three other countries which come between Japan and Canada but these supply crude oil only.

The value of imports from the United Kingdom in 1966 amounted to $2,626,344.

A number of importers in Honolulu prefer to be sub-agents to a main importer on the Mainland. There are three reasons for this: first, they like to avoid the necessity of having to deal with customs, tariffs and the government machinery. Second, they find it more congenial to deal with an American distributor whom they know personally and can see whenever they wish. Thirdly, as the market in Hawaii is small compared with that of the Mainland, they prefer to order small quantities as often as necessary from the main distributor who can give quick deliveries because the holding of large stocks in Honolulu is very expensive.

Outlook for 1968

Nineteen-sixty-seven was a record year for the Hawaiian economy. Retail sales were 7 per cent ahead of 1966 when they totalled $1.8 billion. Total employment was up by 3 per cent. Unemployment was between 3 and 3½ per cent of the labour force.

It is expected that 1968 will see personal income and retail sales up by between 7 and 8 per cent, population up about 5 per cent, employment up about 3 per cent and unemployment continuing at about 3 per cent of the labour force.

Looking at individual sectors of the economy, we find most areas showing expansionery trends. In the lead is tourism and close behind this is the Armed Forces expenditure. In 1967 sugar production was slightly less than in 1966 but prices were higher. Pineapple production is steady. The output of Hawaii's diversified manufacturing plant was up by 9 per cent on 1966. The electric, gas and telephone utilities were all running well above the previous year. Hawaiian Electric Company, the Honolulu Gas Co. Ltd., and the Hawaiian Telephone Company have announced that they will spend a combined total of $264 million in new plant facilities within the next four years. Inter-Island air travel was more than 20 per cent above 1966.

The only exception in 1967 to industrial growth was in the construction industry which was slightly less than in the previous year. Even so, available figures show that the industry was worth $350 million which made 1967 the second biggest year in the history of the State. For the United States as a whole, it is generally agreed that the national economy in 1968 will be characterized by minimum unemployment (under 4 per cent of the labour force), an increase in the gross national product of about $50 billion, and a very substantial increase in prices as labour costs increase normally and as Government businesses and consumers create an excessive volume of aggregate demand. It is assumed that Hawaii, as an integral part of the national economy, has the same economic prospects, although some variations from Mainland economy can occur.

Trade with Britain

Hawaiian importers, consumers and retailers are familiar with American products and American sales techniques. They are less conversant with many British products, brand names or designs, and consequently there is a need for some sophisticated selling techniques and education by British exporters.

At the present time the chief imports from Britain are linenware, men's clothing, pewter and china, quality gift-ware, medium priced footwear, toilet accessories, leather goods, certain foodstuffs such as tea, cheeses, marmalade, biscuits and chocolate, whisky, gin and other spirits, sports cars, aircraft, compressors, turbines and machinery used in the sugar and pineapple industries.

Inquiries from Britain are steadily increasing, but it is important that these should be followed-up by visits of representatives of British firms with good technical knowledge of their products. There were some of these in 1967 and in previous years but more would be welcome.

Personal visits by qualified representatives of the exports are of the greatest importance and can often be fitted in with trips to Australasia and the Far East or to the West Coast of the United States.

If a visit is impossible, a general market assessment can be provided by Export Services Branch or by HM Consul, Room 1202, First National Bank Building, 165 S. King Street, Honolulu, Hawaii - 96813 on receipt of full details of the product concerned. Price lists in United States dollars, c.i.f. Honolulu are essential because American importers usually ignore sterling quotations.

Government Publications

provide an up-to-date, reliable and inexpensive source of information on commercial matters. They are obtainable from the Government Bookshops at the addresses listed below, and from agent booksellers in most large towns, who have special facilities for meeting your order quickly. It may be advisable to check with the Board of Trade the correct title of the document required and whether it is on sale at the bookshops of Her Majesty's Stationery Office.

LONDON: 49 High Holborn, W.C.1
423 Oxford Street, W.1
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BIRMINGHAM 5: 35 Smallbrook, Ringway
BRISTOL 1: 50 Fairfax Street

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

The Queen's Award to Industry, 1969: closing date for applications

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1969, is October 31, 1968. Application forms, together with Notes of Guidance on the completion of the form and on the presentation of statements of case for the Award, may be obtained from The Office of The Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

Notes:

The Queen's Award Scheme is based on the recommendations of a Committee chaired by the Duke of Edinburgh. The report of this Committee, which is available from HMSO, was published on August 3, 1965. The Prime Minister announced in the House of Commons on the same day that the Government accepted its recommendations in full.

The purpose of the Scheme (as set out in the Royal Warrant of November 30, 1965, instituting and creating the Award, and published in the *London Gazette* of March 22, 1966) is to recognize outstanding achievement by British industry either in increasing exports or in technological innovation, or in both. The Award is related to the production of goods in the United Kingdom by any branch of British industry, including agriculture and horticulture. Exports achievement is based on the direct export of goods by manufacturers. In the case of technological achievement, Awards are made for finished products or processes resulting from or involved in the normal course of commercial production and leading to increased efficiency. The Award is made to organizations and not to individuals. Any concern is eligible to apply, on behalf of itself or any of its industrial units or subsidiaries, provided that the concern is incorporated in the United Kingdom, the Channel Isles or the Isle of Man. This includes foreign-owned firms incorporated here.

Awards are announced each year on The Queen's actual birthday, April 21. They are held for five years with entitlement during that period to use the Emblem of the Award in a variety of ways: on flags, plaques, lapel badges, note-paper, packaging, goods etc. Industrial concerns already holding Awards may apply for and receive further Awards during the currency of any Award.

The Awards are made by The Queen on the advice of the Prime Minister; in making his recommendation, he is assisted by a Committee which includes representatives of industry, the trade unions and the engineering institutions.

Application forms and statements of case for Awards to be conferred in 1969 will not be accepted after the closing date of October 31, 1968.

Mr. Crosland's statement on bank mergers

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement in the House of Commons on July 25 on the proposed mergers between Barclays, Lloyds and Martins Banks:

'I announced on July 9 that I had received the report of the Monopolies Commission on these proposals and that the Commission had found against them by a majority of six to four. The Government have now received representations from the banks, and, in the light of these and other comments and representations, have studied carefully both the conclusions of the majority and the note of dissent by the minority.

'The Government accept the conclusion of the majority. They consider that the proposed mergers between Barclays and Lloyds, or between Barclays and Lloyds and Martins together would be contrary to the public interest and therefore should not proceed. The Government see no objection, however, to Martins joining with another bank.

'The Government believe it essential to maintain a sufficient number of sources of finance for small and medium-sized businesses, including in particular the fast-growing innovating companies, and they consider that the structure of banking which would result if the mergers went through would lead to a less satisfactory competitive situation. These disadvantages outweigh, in the Government's view, the cost savings to be expected from the merger, especially in the light of the majority's doubts about th likely size and speed of these savings in a less competitive situation.

'Moreover, there is a danger that the mergers might lead to pressure for still further concentration and hence eventually to a two-bank system. The Government believe that this pressure would be stronger than the Commission suggests, and they share the view, expressed both by the majority and the minority, that a two-bank system would be clearly undesirable.

'The Government have noted the criticism expressed by both majority and minority of the agreements between the banks on deposit and lending rates. In the light of this criticism we shall again review the arguments which have hitherto led to the conclusion that these agreements are not, on balance, against the public interest.

'The Government have communicated their views on the proposed mergers to the banks and I am glad to announce that they have informed the Governor of the Bank of England that in these circumstances they do not intend to proceed with the mergers.'

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following five proposed mergers to the Monopolies Commission under the provisions of that Act.

1. Tarmac Ltd., Derbyshire Stone Ltd. and William Briggs & Sons Ltd.
2. Johnson-Richards-Campbell Tile Co. Ltd. and Malkin Tiles (Burslem) Ltd.
3. The Rank Organisation Ltd. and Hilger & Watts Ltd.
4. W. H. J. Alexander Ltd. and William Watkins Ltd.
5. Thorne Electrical Industries Ltd., and Kenwood Manufacturing Co. Ltd.

President's statement on aluminium smelter projects

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement on aluminium smelters in the House of Commons on July 24:

'I told the House on July 10 that Alcan Aluminium (UK) Ltd. were proceeding with a smelter in Northumberland. The Board of Trade and the generating boards have now reached agreement with the British Aluminium Company and the Rio Tinto Zinc/British Insulated Callenders Cables consortium on the major outstanding questions relating to their smelter projects. The companies will announce today their decisions to proceed with their smelters at Invergordon and Holyhead respectively, for both of which outline planning permission has been granted by the appropriate authorities. The arrangements are inevitably complicated, but I thought it right to inform the House immediately of their broad outlines.

'The smelters will draw power from the generating boards under special long-term contracts based on the principles announced by the Government last autumn. The companies will pay an operating charge and also a capital payment in return for which nuclear power generating capacity of the most advanced type will be earmarked to supply their requirements. My rt. hon. Friend the Minister of Technology will arrange, subject to Parliamentary approval, to buy from the companies their rights in the relevant share of the plutonium arising in the nuclear reactors; the plutonium will thus remain under Government control.

'The Board of Trade have agreed, subject to the approval of Parliament, to make loans to the companies at an interest rate of 7 per cent under the Industrial Expansion Act. These loans, which will be of up to £29 million in the case of BACO and £33 million in the case of RTZ, will be the subject of industrial investment schemes under that Act. They will be equal in amount to the capital contributions required by the generating boards. The necessary schemes, and a fuller statement, will be laid before Parliament in the autumn.

'These two new smelters will each have an initial capacity of 100,000 tons per annum. This, together with the first 60,000-ton stage of the new Alcan smelter at Lynemouth, will provide a total new United Kingdom capacity of 260,000 tons per annum. All three companies have agreed to consult the Government before extending their capacity further.

'I have informed the Norwegian and other EFTA Governments, and also the Canadian and United States Governments, with all of whom we have had a full exchange of views, of our decisions.'

End of 1975 is target for metric system

FOLLOWING IS the text of a statement made by Mr. Anthony Wedgwood Benn, Minister of Technology, in the House of Commons, on July 26:

'In May 1965 the Government announced their support for the adoption of the metric system of weights and measures in industry which had been proposed by the Federation of British Industry. They also accepted that the metric system would spread outwards from industry and become in time the primary system for the country as a whole. The Government consider that this will bring substantial advantages. More than three quarters of world trade is now conducted in metric units. All the Commonwealth countries except Canada have changed to the metric system or are about to do so and studies are in progress in the United States and Canada.

'In 1966 I appointed the Standing Joint Committee on Metrication, representing industrial management, the trade unions and the Government to encourage, assist and review the progressive adoption of the metric system by British industry. A report by that Committee will be published today by HMSO.

'The Report makes three main recommendation:

First, that manufacturing industry can only make the change efficiently and economically if the economy as a whole moves in the same direction on a broadly similar timescale, and in an orderly way.

Second, that a Metrication Board should be established to guide, stimulate and co-ordinate the planning for the transition for the various sectors of the economy.

Third, that any legal barriers to the use of the metric system for all purposes within the United Kingdom should be removed.

'The Government accept the recommendation that a Metrication Board should be set up as soon as possible. Every sector of the economy need not move at the same pace. But there will be unnecessary confusion and expense, and great difficulties for industry, unless there is central machinery for co-ordinating the programmes of change for the various sectors.

'The Board will be advisory. The adoption of the metric system must be gradual, through democratic procedures based on the widest consultation. Membership of the Board will therefore reflect the interests of industry, the distributive trades, education (for which there are important implications) and particularly, the general public and consumers. The Board will need to ensure that the distributive trades and consumers are consulted and have ample notice of proposed changes.

'No compulsory powers will be sought. There can be no question of compensation; the costs of adopting metric weights and measures must lie where they fall.

'The Government agree that programmes for the different sectors of the economy can only be properly co-ordinated if there is some general guidance on the timing. They therefore accept the end of 1975 as the target date for all provisional programmes, with the qualification that if this date proves to be unreasonable for any particular sector, then programmes may aim at an earlier or later date. An initial task of the Metrication Board will be to submit to the Government an appreciation for each sector, including, so far as practicable, the costs and other considerations involved. In the light of this, programmes can be drawn for individual sectors. The Government will not be committed to endorse the programme for any sector of the economy before final proposals for that sector are submitted.

'The Government accept that legislation will be needed to remove obstacles to the adoption of metric units and to define the units to be used. Further consultation is, however, needed before the timing of legislation can be decided. Arrangements will be made to co-ordinate the interests of Government Departments so that they play their full part in the consideration of programmes and so that the public sector keeps in step as programmes develop.

'The educational system will need to keep pace with, and to some extent anticipate changes. The conversion will stimulate industrial and commercial modernization and the rationalization of production by variety reduction. We must also use it to help our export trade by harmonizing our standards with those of our customers overseas.

'The adoption of the metric system in the United Kingdom will represent a major change affecting many aspects of the national life and I hope that publication of this Report will lead to a wide public discussion of the issues involved.'

Copes of the report, 'Change to the metrication system in the United Kingdom' are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s. 3d. or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 7d.).

Consumer Council welcomes metrication report

IN A STATEMENT issued on July 26 to coincide with the publication of the Standing Joint Committee on Metrication's report, the Consumer Council warmly welcomes all its recommendations and in particular that the Government should indicate the end of 1975 as the guideline date for adoption of the metric system by the country as a whole and that programmes for the changeover should be devised by those concerned, sector by sector, within the economy against this guideline date. Plans are under way in a number of industrial sectors of the economy, but no plans have so far been announced for retail distribution sectors which are of most concern to consumers.

PIB's third general report

THE NATIONAL Board for Prices and Incomes issued its Third General Report which covers the period from August 1967 to July 1968 – roughly the third year of the Board's operations – on July 25.

The report has three objectives: (i) to review the Board's work over the past 12 months; (ii) to set that work in the context of developments in the economy and the Government's economic policies; and (iii) to draw from individual reports any lessons which, in the Board's view, offer a deeper understanding of the implications of a productivity, prices and incomes policy and its relationship with more traditional methods of regulating the economy.

The increased tempo of the Board's work during the year under review is reflected in its output. Since August 1967 it has published 36 reports compared with 18 during its first 15 months' work and 20 during the following 12 months. The number of price references has again exceeded those on incomes. In general, the Board has had more than 20 inquiries in hand at any one time.

Note:

This report is published as: Third General Report, August 1967 to July 1968. (Cmnd 3715); obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches (price 7s.).

New member of Performing Right Tribunal

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Ian T. Morrow to be a member of the Performing Right Tribunal until May 31, 1971. Mr. Morrow is managing director of United Kingdom Optical & Industrial Holdings Limited, chairman of subsidiary companies, and chairman of Kenwood Manufacturing Company Limited.

Notes:

The function of the Performing Right Tribunal, which was set up under the Copyright Act, 1956, is to determine disputes arising between licensing bodies and persons requiring licences to perform in public, or to broadcast, copyright works. Disputes may be as to whether or not such a licence should be granted in any particular case or as to the terms and conditions of the licence. Its chairman and members now are:

Chairman – Mr. Walter Raeburn, QC.
Members – Sir William Slimmings, CBE, CA
Mr. John Pinder
Mr. Kenneth McGregor, CB, CMG
Mr. Ian T. Morrow, CA
Secretary – Mr. H. W. Clarke, OBE

The address of the Tribunal is: The Performing Right Tribunal, 24 Kingsway (6th Floor), London, W.C.2.

'Call Export Intelligence' film

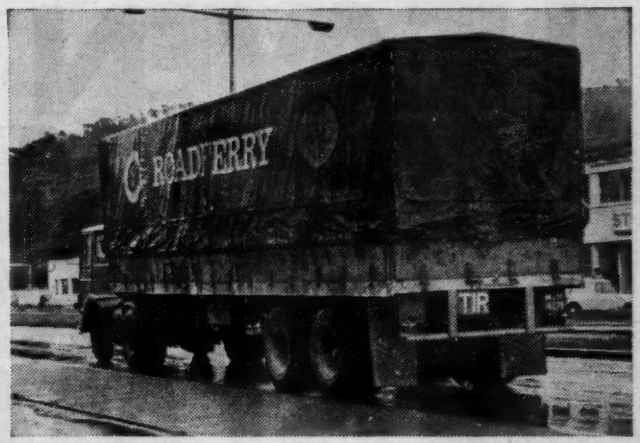
'CALL EXPORT INTELLIGENCE', a new Board of Trade colour film describing the Government's services for exporters, was released on July 25 and shown to the press at the Preview Cinema at the Central Office of Information in the presence of Lord Brown, Minister of State for Exports at the Board of Trade.

'Call Export Intelligence' runs for 30 minutes and effectively summarizes the services provided by the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions throughout the world. By using the case-history approach the film illustrates how these services can be used to profitable advantage by firms who have the ability and organization to make a success of their sales efforts in competitive markets overseas.

Copies of 'Call Export Intelligence' are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

Note:

'Call Export Intelligence' is the third in the series of export promotion films prepared for the Board of Trade by the Central Office of Information. The other two are *'Shop Windows for Exports,'* which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions, and *'The Friendly Invasion'*, which outlines how hundreds of British manufacturers both large and small sold their products at two British Weeks held in Brussels and Toronto in the autumn of 1967.



A consignment of 35,000 *Fram automotive filters was recently shipped to Sweden from the Treforest factory of Fram Filters Ltd. This is the largest shipment of automotive products ever despatched by Fram. The consignment was loaded in a special container, and the shipment was received in Gothenburg only eight days after receipt of the order at Treforest.*

British commercial representatives overseas

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on June 14, should be further amended as follows:

CEYLON – *amend* the telephone number to 27611/8

JAPAN – OSAKA – *amend* address of Consulate-General to Hong Kong Bank Building, 45 Awajimachi, 4-Chome, Higashi-ku, Osaka 541

NEW ZEALAND – WELLINGTON – *amend* telex number to 2067-NZ3325

PANAMA – *amend* telephone number to 23-0453

PHILIPPINES – *amend* telephone number to 59-24-61

SOUTHERN YEMEN – *delete* K. Oldfield, Administrative Officer and *substitute* A. F. Green, Second Secretary

SPAIN – MADRID – *amend* telex number to 2061-27656

SWEDEN – GOTHENBURG – *delete* P. D. Stobart, MBE and *substitute* J. O. May
MALMO – *delete* Malmö C in the last line of the address and *substitute* S-211 38 Malmö

USSR – *amend* telephone number to 241-1033

In the list of British Trade Correspondents on page vi, *amend* the address for **BERMUDA** to Visitors' *Service* Bureau, HAMILTON.

Transfer of commercial work from Consulate-General, Hamburg to Hanover

THE BRITISH Embassy at Bonn has announced that with effect from August 1, 1968, the Commercial Section of HM Consulate-General, Hanover will assume responsibility for commercial work in the area of Lower Saxony, excluding the Stade administrative district and Kreis Harburg. Commercial inquiries relevant to this area should be addressed to: The Commercial Section, HM Consulate-General, Hanover, Aegidientorplatz 1 (Tel. 26451).

Commercial inquiries relevant to the remainder of Northern Germany should continue to be addressed to: The Commercial Section, HM Consulate-General, Hamburg, 8A Harvestehuder Weg. (BFPO 30) (Tel. 45.13.51. Telex: 02-13562).

London Chamber USSR Section celebrates 60 years

SIXTY YEARS of Anglo-Soviet trade co-operation will be celebrated on August 7 with the Jubilee Dinner of the London Chamber of Commerce USSR Section. With over 500 British and Soviet business leaders attending, the dinner will be one of the highlights of the Soviet Industrial Exhibition being held at Earls Court from August 6-24. The principal guests will be Mr. Anthony Crosland, President of the Board of Trade, Mr. N. Patolichev, Soviet Trade Minister, and Mr. M. V. Nesterov, President of the Soviet Chamber of Commerce.

The USSR Section of the London Chamber has pioneered the organization of British trade missions to the Soviet Union. Since 1959 three London Chamber missions have visited Moscow, the latest in June, 1966 being led by Lord Erroll, President of the London Chamber, who will be presiding at the Jubilee Dinner.

Opportunities for Britain in West and Central Africa

A NUMBER OF British Embassies in Africa have prepared reports describing general economic conditions and spotlighting opportunities for British exporters in countries with which they are concerned. These reports have been produced at the invitation of the BNEC Africa Committee.

Reports on the Democratic Republic of the Congo and the Federal Republic of Cameroon are now available. Others dealing with the Republic of Senegal and the Republic of Gabon will be available shortly.

Copies of the reports on Congo (Kinshasa) and Cameroon may now be obtained on application to BNEC Africa, 6/14 Dean Farrar Street, London, S.W.1.

Finland invited to join OECD

THE COUNCIL of the Organisation for Economic Co-operation and Development, on July 23 invited the Finnish Government to become a Member of the Organisation according to Article 16 of the OECD Convention.

The Finnish Government, declaring its readiness to assume the obligations of OECD Membership, accepted the invitation issued by the Council, subject to parliamentary approval and ratification.

HEAVEN KNOWS WHO MADE THE STARS. WE JUST MADE THE TELESCOPE

It's Britain's own. Europe's largest. The North East's speciality. (One of them anyway). The Americans eagerly copied its unique air-floated mirror. They're welcome! We expect our ideas to pop up later (never sooner) in foreign parts. (Including Britain). But some industrialists can't wait. They're up here now, antennae waving, picking up the vibrations. What's more they actually get paid for setting up their factories in this bustling corner of England! . . . and they're welcome, too.

The Isaac Newton telescope, built by Grubb Parsons, Newcastle upon Tyne, was installed, complete with housing and dome, in the Royal Observatory, Hurstmonceux, Sussex, and officially opened by the Queen in December, 1967. It incorporates revolutionary technical advances subsequently copied by America. The telescope is now furthering the latest research into radio signals from remote regions in space, taking the eye searching into realms where, from Britain, only radio probes reached before.

North East England NE **Bright with Ideas**

The North East Development Council represents the following planning authorities: Darlington, Durham, Gateshead, Hartlepool, Newcastle upon Tyne, North Riding of Yorkshire, Northumberland, South Shields, Sunderland, Tees-side and Tynemouth. NEDC24

For full details about grants, sites, available labour, housing amenities—and for facts from industries that have already selected the North East for their own expansion post the coupon now.

To Fred M. Dawson, OBE, Director, The North East Development Council, 20 Collingwood Street, Newcastle upon Tyne, NE1 1JT. Tel. 610026.
Please send information as described above.
Name .....
Address .....
.....
Company or position held .....
.....
BTJ

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 16.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.18	Barium hydroxide containing not more than 0·035% by weight of sulphides calculated as BaS	Barium hydroxide . .	December 31, 1968	6167
29.19	Tri-(1, 1-dichloropropyl) phosphate	Tris(dichloropropyl)phosphate	December 31, 1968	2267
29.23	2-Amino-4, 6-dichlorophenol	As in previous column .	December 31, 1968	13191
29.29	2-Chloro-4, 6-xylylhydrazinium chloride	2-Chloro-4, 6 dimethyl phenyl hydrazine hydrochloride	December 31, 1968	13164

Import duty Orders

HM TREASURY announce that they have made an Order under Sections 9 and 13 of, and Schedule 5 to, the Import Duties Act, 1958.

The Import Duty Drawbacks (No. 6) Order, 1968 revises the rate of drawback of import duty in respect of animal black manufactured from certain imported bones;
revokes the provision for the allowance of drawback of import duty in respect of confectionery cases and baking cases of crimped paper manufactured from certain descriptions of imported paper.

The Order came into operation on August 1, 1968 and has been published as Statutory Instruments 1968 No. 1157.

The Import Duties (General) (No. 7) Order, 1968 removes the import duty on discontinuous man-made fibres of regenerated protein including casein (not carded, combed or otherwise prepared for spinning).

The Order came into operation on August 1, and has been published as Statutory Instruments 1968 No. 1158.

Copies of the Orders may be purchased from HMSO or from any bookseller, price 4d. (No. 6) and 6d. (No. 7).

Annual report of National Film Finance Corporation

THE ANNUAL REPORT of the National Film Finance Corporation for the year ended March 31, 1968 was published on July 30. The Report (Cmnd 3716) is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s. or by post from HMSO, PO Box 569, London, S.E.1 (price 2s. 3d.).

Appeal decision on UK/Kenya inclusive air tour service

THE BOARD OF TRADE have allowed in part an appeal by the British Overseas Airways Corporation against the grant by the Air Transport Licensing Board of a licence to British Eagle Aviation Ltd. for the inclusive tour holidays from the United Kingdom to Kenya and *vice versa*. British Eagle are now permitted to operate tours only from the United Kingdom to Kenya.

The decision by the Board of Trade accords with the recommendations of Sir John G. Lang, GCB, the Commissioner appointed to hear the appeal.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, Branch CA1(2A), Shell Mex House, Strand, London, W.C.2.

£6 million factory for Co. Durham

AVON RUBBER COMPANY Limited are to establish a new factory on a 35-acre site at Washington New Town, Co. Durham, for the production of a complete range of radial tyres. The gross cost will be more than £6 million. The first phase will take up approximately 10 acres and provide 300,000 sq. ft. of production, 175,000 sq. ft. of warehousing and 25,000 sq. ft. of offices , and is scheduled for completion by 1973

Production will start at the plant in 1969, when the mixing department is scheduled to come on stream to provide part-processed rubber for the Melksham tyre factory. However, by 1973, the new factory will be a fully integrated plant providing radial tyres from its own supply of raw materials. It will be designed to feed tyres into the Avon national marketing and distribution network.

By 1970 it is expected to be employing approximately 500, and by 1973 in excess of 1,000, including production workers and staff. More than 95 per cent will be men, and production will be on a continuous seven day basis. Only a handful of key workers may be transferred from Melksham and advertising for senior management will begin within the next couple of weeks.

The site at Washington was chosen for: ease of communications (freightliner terminal; arterial road access; facilities for export, having direct links with Scandinavia and EEC (Rotterdam); distance from Liverpool equals that from Melksham); good labour pool with a diverse range of skills; progressive attitude of the relevant trade union bodies. Particularly attractive is the working/living environment concept, inherent in major new town projects.

Another new industry for Londonderry

MR. BRIAN FAULKNER, Northern Ireland Minister of Commerce, announced on July 22 that the firm of BSC Footwear Ltd. is to set up a manufacturing unit in Londonderry. The firm will operate in temporary premises pending the building by the Ministry of Commerce of a factory of 30,000 sq. ft. on the Springtown industrial estate. Work on the construction of this factory will start shortly. Plans are being prepared for its expansion at a later date.

Employment is expected to build up to over 400 over the next five years; about half of the employment will be for men. Recruitment of employees is to start right away.

BTA chairman opens renovated American Express London office

THE IMPORTANCE of free trade in travel throughout the world was stressed by Lord Geddes, chairman of the British Travel Association, on the occasion of the official opening of the renovated London offices of American Express International.

'This task of persuading Governments in London, Washington and in other capitals of the world that the economic and social benefits of tourism depend on the unrestricted movement of people between different countries requires constant vigilance and deserves all the support the travel trade can give,' he said. He paid a warm tribute to the American company, which had contributed to Britain's export trade by attracting so many visitors to the United Kingdom. He concluded: 'Last year, 3½ million overseas tourists visited Britain. This year the figure will be nearer four million. I know a lot of them will come here seeking professional advice but having enjoyed the comfort of these beautiful offices I think many will be back for a second helping.'

Appointment to Board of British European Airways

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. K. G. Wilkinson, as a member of the Board of British European Airways.

Note:

Mr. Wilkinson has been with BEA since 1946 and he has been chief engineer with the corporation since 1964.

The President of the Board of Trade announced in the House of Commons on May 29 that, pending the report of the Edwards Committee, re-appointments to the Board's of the Air Corporations would be confined to the period up to December 31, 1969. Accordingly Mr. Wilkinson's new appointment is confined to the same period.

New Books

Grangemouth-Falkirk Regional Survey and Plan. (2 vols. £12 12s., by post £13 1s. from HMSO and Government bookshops). A White Paper published in 1963 and entitled *Central Scotland: A Programme For Development and Growth* (Cmnd. 2188) suggested the Grangemouth-Falkirk area as one of major growth. Consultants, based at the universities of Edinburgh and Glasgow, were commissioned to draw up a plan by the Stirlingshire, West Lothian and Falkirk Joint Planning Advisory Committee, in association with the Scottish Development Department, which now appears as this report in two volumes. Vol. 1 deals with economic and social issues. Early chapters describe the general historical and geographical background to the survey and are followed by detailed studies of the population, industry and employment, transport, housing, social services and recreation facilities. Vol. 2 is concerned with physical planning. One of the main recommendations of the report is that Falkirk should be the centre of an enlarged urban complex. A population increase of about 300,000 by the year 2000 is envisaged in the area, and the report concludes that there is room for planned expansion for housing and related community facilities and services. The region can also offer a choice of sites for industry to an extent rare elsewhere in Central Scotland, and is well-placed for regional and national communications. The text, particularly of Vol. 2, is well supported with tables, diagrams and maps.

Foreign Investment in Developing Countries. United Nations Department of Economic and Social Affairs. (67 pages. 8s. 9d., by post 9s. 4d., from HMSO and Government bookshops). Private foreign investment in developing countries has been dealt with over the years in a series of studies and reports prepared by the United Nations. The present volume examines findings of these studies and reports, and presents recommendations for action. Part one deals with the issues arising in direct foreign investment: its role, attitudes and objectives; its promotion, desirable form and conditions; its special function as a supplier of know-how to developing countries. In part two the possible improvement of the channels of indirect investment – capital markets, export credits, international and national financial institutions – is examined. Part three presents a programme for action, directed towards opening a dialogue between governments and investors through which mutually acceptable policies and institutional arrangements could be identified and implemented. Annexes giving the texts of recent major pronouncements from United Nations bodies on foreign investment, a bibliography of United Nations studies and reports relating to foreign investment in developing countries, and a list of agreements providing for the promotion and protection of private foreign investment in developing countries, complete the volume.

Mission to Mexico, by the Council of British Manufacturers of Petroleum Equipment. (21 pages. C.B.M.P.E., 118 Southwark Street, London SE1. £2 2s.). This report does not reproduce background information easily available elsewhere but constitutes a practical guide for British manufacturers who wish to sell their products to customers in Mexico.

The Framework and Functions of English Law: an Introduction to the English Legal System, by K. N. S. Counter. (136 pages. Pergamon Press. 25s. hard cover; 17s. 6d. flexicover). This book is intended for the general reader as well as for the law student, and therefore should be of value to people in industry and commerce requiring an introduction to the law. The legal profession and the courts are described, together with the origins and sources of English law. The law of status and persons, contract and tort, commercial law and industrial law, and land law are outlined, and there are references to leading legal textbooks and commentaries on all the aspects of law covered by the book. These references include books on law and society, sociology and social structure. The author is a principal lecturer in law at the City of London College and recently spent a year as a visiting Professor of Law at the University of Manitoba. The book therefore includes a description of the Canadian legal system with a comparison with the English law.

Professional Indemnity Insurance, by Peter Madge. (216 pages. Butterworths. 32s.). The object of this book is to explain in simple terms the basic legal principles of professional negligence, to consider how the liabilities attaching to the professional man may be insured against and the cover afforded by such an insurance.

The Manager's Guide to Industrial Relations, by L. F. Neal and Andrew Robertson. (151 pages. Allen and Unwin. 25s.). This book is based on British industrial experience and conditions. It describes the evolution of modern management and labour, and the development of personnel management, trade unions and collective bargaining. The authors summarize the present system of industrial relations, shop stewards and restrictive practices, and future developments and problems within management – labour relations are discussed. The book ends with case studies of the Fawley productivity agreement, the SPEAR project and the closing of the BAC factory at Milton.

Studies in Maritime Economics, by R. O. Goss. (194 pages. Cambridge University Press. £2 15s.). This collection of studies covers many aspects of the efficiency of sea transport: ships, seaports and the interface between them. The problems are described and assessed with a particular emphasis on quantification and on methods which are susceptible to numerical treatment. Several fully worked examples are included. There are essays on the regulation of shipping, American shipping legislation, the effects of investment in shipping on the balance of payments, criteria for the overall comparison of alternative ship designs and short-cup techniques for use on less important decisions involving ships' gear and automation. The ship/port interface is covered in essays on the economic effects of improving the turnround of cargo liners and on the appraisal of seaport investments in terms of benefits and costs of the total system.

Hollins and Viyella: a Study in Business History, by F. A. Wells. (264 pages. David & Charles Ltd., South Devon House, Railway Station, Newton Abbot, Devon. £2 5s.). The author is Professor of Industrial Economics at Nottingham University and he has traced the development of William Hollins & Co. Ltd., from its foundation in 1784 to the formation of Viyella International in 1961. The story that emerges is a microcosm of British industrial history. Particular attention is given to the evolution of the firm's management and the shaping of its commercial policy in a changing environment.

What the stock market expects of companies in the future is dependent to a large extent on the recent performance of those companies, as shown in the growth of their profits. **London Stock Market Expectations** (16 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. 21s. *Factual Series No.* 6) shows the expectations of the stock market concerning the future growth for each of 607 companies – as at June 1968. These are classified by industry, and it is interesting to note the tendency of the market, in many cases, to expect growth for each company within an industry to be rather similar; however an exception is often made for one company which is a 'good' grower and another which is the 'poor' grower in the industry. These expectations are also shown in the summary for different industries – giving the position as at June 1967 and June 1968. Numbers one, three, four, five in the *Econtel Research Ltd., Factual Series,* were reviewed in the *Board of Trade Journal,* June 21, 1968, page 1857; number two in the Series was reviewed in the *Board of Trade Journal,* November 3, 1967, page 1104.

Directory and Guide to the Manchester Royal Exchange for 1968. (204 pages. Hartshead Publications, Marlborough Street, Oldham, Lancashire. £2 2s.). This will be the last edition of this directory following the announcement of the closure of the Manchester Royal Exchange trading facilities at the end of this year.

Willing's European Press Guide, 1968. (977 pages. Hutchinson Willing Ltd., 3-4 Holborn Circus, London EC1. £7 7s.). This is the second edition of this work and, apart from containing a greater number of entries, it contains tables enabling differing physical standards and currencies to be directly and quickly converted, and a list of towns and districts where names are rendered differently in different languages.

Electrical and Electronics Trades Directory 1968. (972 pages. Benn Brother. £6). The change of title from *Electrical Trade Directory* reflects the increased accent on electronics. The products and materials section has been extended in scope and the use of the qualification 'electronic' in describing products more strictly defined. The sections on electrical installation contractors, and wholesalers and distributors are now arranged by country and town instead of alphabetically.

Other Publications

TEXTILE INDEX OF AUSTRALIA, 8th edition. 474 pages. Available from B. & S. Export Advertising Services Ltd., Marlborough Street, Oldham, Lancashire.

THESE ARE YOUR MARKETS: A GUIDE TO TRADING CONDITIONS AND ESTABLISHING A BUSINESS IN DENMARK. 45 pages. Available free from Westminster Bank Ltd., 41 Lothbury, London EC2.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, JULY 23

Company mergers

Mr. J. Diamond, Financial Secretary to the Treasury replied to a question on the number of mergers of public companies during the current financial year, in how many cases Government Departments had acquired shares in the companies so merged, and in how many cases had such share acquisitions given to the Government a controlling interest. Mr. Diamond said that the reply to the first part of the question was not available but he understood that 23 proposals for large-scale mergers were considered by the Board of Trade in the first three months of the current financial year. Only one merger taking place in that period involved Government participation and no controlling interest was acquired.

Companies Bill

Mr. Anthony Crosland, President of the Board of Trade, in reply to a question concerning the introduction of legislation to impose a code of conduct in respect of take-over bids, said he would consider this in preparing the further Companies Bill which the Government hoped to introduce later in the present Parliament.

Assistance for export councils

In reply to a questioner who asked what steps were being taken to provide financial assistance for export councils, the President said: 'In view of their special circumstances I propose to make annual, but tapering, grants over three years to the Clothing Export Council, the British Agricultural Export Council and the Book Development Council. The grants will be for approved export promotion activities and for each Council the grant will be up to a maximum of £20,000 in 1968-69, £15,000 in 1969-70 and £10,000 in 1970-71. I shall be presenting a Supplementary Estimate in due course, but in the meantime any necessary advances will be made from the Civil Contingencies Fund.'

Grants for marketing research

Asked what steps he was taking to assist potential exporters to benefit from professional marketing research, the President said he was proposing to introduce a scheme under which the Board of Trade would, in a limited number of selected cases, supplement the market information obtained for potential exporters by the existing Government services, by contributing one half of the cost of professional marketing research. It was expected that expenditure on this scheme in 1968-69 would be a maximum of £75,000. He said that a Supplementary Estimate would be presented in due course, but in the meantime any necessary advances would be made from the Civil Contingencies Fund.

WEDNESDAY, JULY 24

Import of eggs

A Member inquired what was the outcome of the arrangements for voluntary restraint of export of eggs to the United Kingdom in the first half of 1968; and what action was proposed in respect of the second half of the year and the first half of next year. The President said it seemed likely from the latest available figures that imports of shell eggs in the first half of this year would be appreciably below the level of the first half of 1967 and below the first half-year average for the five years preceding 1967. The President continued: 'We are thanking the Governments concerned for the contribution which their co-operation made to this result and are informing them that, while we shall seek further bilateral discussions with them if necessary, we do not expect that special action will be needed during the second half of this year. It is too soon to form a view about prospects for the first half of 1969, but we shall keep the position under close review.'

Consultancy grants scheme

Replying to a Member who asked how many assignments had been approved at the nearest convenient date, under the consultancy grants scheme for small firms, in Glasgow and Bristol; what were the total amounts involved for each city; and what were the respective values of the assignments still under consideration, and their number, Mr. Edmund Dell, Minister of State, Board of Trade, said by July 19 30 assignments had been approved, 18 in Glasgow and 12 in Bristol worth about £55,000 and £35,000 respectively. Eighteen further assignments are under consideration in Glasgow and 20 in Bristol worth about £60,000 and £45,000 respectively.

Tobacco company's bid

In reply to a number of questions as to what inquiries the Board of Trade were making into the conduct of American Tobacco Company Limited in buying shares in Gallaher Limited, on the London Stock Exchange on July 16 following their bid to obtain a 50 per cent. interest in Gallaher's, and whether he would set up an inquiry to consider the propriety of the practice of partial bidders obtaining controlling interests in public companies, the President said he did not consider that an inquiry by him into these matters at this juncture would be appropriate, but he would consider them when preparing the further Companies Bill which the Government hoped to introduce later in the present Parliament.

THURSDAY, JULY 25

Salvaged waste paper

Mr. Dell replied to a question on the amount of waste paper collected as salvage in the past 12 months; how this compared with the previous 12 months; and what steps he was taking to publicise and support this salvage effort. Mr. Dell replied that statistics of the amount of waste paper collected as salvage were not available. In the period June 1967 to May 1968, paper and board mills consumed 1,666,000 tons of waste paper compared with 1,524,000 tons in the previous 12 months, most of it collected as salvage in this country. The supply of and demand for waste paper were now being kept under regular review by the Joint Waste Paper Advisory Council. This body, which was set up following recommendations by a Working Party of the Economic Development Committee for the Paper and Board Industry, represents paper mills, merchants and local authorities.

Ashington, Northumberland

'We are in negotiation with a firm which has applied for a tenancy of this factory.' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, asked if a tenant had been secured for the Board of Trade factory at Ashington, Northumberland.

Cigarette prices

A member who asked to what factors were attributed the rise in cigarette prices, was told by Mr. Dell that the main factors were increased costs arising from devaluation, the higher cost of tobacco leaf, and the heavier burden of duty attributable to a higher proportion of tobacco from non-Commonwealth sources.

FRIDAY, JULY 26

Industrial development in Caerphilly

Answering a question on measures to introduce additional factories into the Caerphilly constituency in order to provide employment for those signing the unemployment register and for those threatened with redundancy through pit closures, Mr. Dell said the full range of development area incentives was available in Caerphilly and the Board of Trade took every opportunity of bringing the advantages of locating in the area to the attention of suitable firms. Since the beginning of 1966 industrial development certificates for 2 million sq. ft. of factory building had been issued, which were estimated by the applicant companies to provide over 4,500 jobs of which over 3,100 were jobs for males. Just outside the constituency a Board of Trade factory of 29,000 sq. ft. at Bargoed had been completed this year and allocated and another advance factory of 25,000 sq. ft. had been authorised and a site selected, and these would provide additional employment in the area.

Rolls-Royce in Bristol area

Mr. Dell was asked whether, in view of the serious loss of jobs and job opportunities to Cardiff and adjacent development areas as a result of the closure of Rolls-Royce, Cardiff, he would now withdraw the industrial development certificate granted to Rolls-Royce for expansion at Bristol. He said: 'I am satisfied that the project for which an industrial development certificate was granted could not reasonably be undertaken except in the immediate area of Bristol.'

CATALOGUES OF GOVERNMENT PUBLICATIONS

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Parliamentary Answers on aviation and shipping

Other Parliamentary Answers are given on page 315.

WEDNESDAY, JULY 24

Air flights over South-west London

Lord Brown, Minister of State, Board of Trade, was asked how many aeroplanes passed over the City of Westminster or the Royal Borough of Kensington and Chelsea during the first sixteen days of July and how many of them came below 2,000 feet. He answered that it was estimated that approximately 2,400 of the aircraft using Heathrow during this period passed over the City of Westminster or the Royal Borough of Kensington and Chelsea. This number was smaller that that for the same period last year because, owing to the wind conditions, fewer aircraft approached Heathrow from the east. There was no evidence that any of them came below 2,000 feet.

Trawler casualties

Mr. Anthony Crosland, President of the Board of Trade, was asked to make a statement about the stage reached in the official inquiries into the trawler casualties which occurred earlier this year. He said: 'I have received the reports of the preliminary inquiries into the losses of the three Hull trawlers "St. Romanus", "Kingston Peridot" and "Ross Cleveland". As my hon. Friend announced at the time of their loss, there will be public formal investigations into the causes of these casualties. With the agreement of my right hon. Friend the Lord Chancellor, the three investigations will be held consecutively under one Wreck Commissioner. The first of these hearings will begin at Kingston-upon-Hull on October 9.

'I have also studied the reports of preliminary inquiries into the strandings. at about the same time as the loss of the "Ross Cleveland", of the three trawlers "Boston Typhoon", "Notts County" and "Kingston Andalusite". I have decided not to order formal investigations into these three strandings.'

THURSDAY, JULY 25

Scottish airports

A member asked for a statement on the future role of and development and improvement of each Scottish civil airport. Mr. Dell said the future roles of Prestwick and Glasgow airports were described in an answer given on February 22. The roles of the other airports in Scotland would be to continue to meet the air transport needs of the areas they served. Future possible developments include extensions to the cargo area at Prestwick, extensions to the runway and terminal buildings at Glasgow, a new runway and terminal building at Edinburgh and new terminal buildings at Sumburgh and Kirkwell.

FRIDAY, JULY 26

Loss of the 'Titanic'

The President was asked whether he had completed his consideration of the Second Petition which the Mercantile Marine Service Association submitted to him on March 4 last about the loss of the 'Titanic'; and if he would make a statement. The President said: 'I have considered this further Petition very carefully in consultation with my right hon. Friend the Attorney-General.

'When the first Petition was submitted by the Mercantile Marine Service Association in 1965, the Board of Trade concluded after a full examination that there was no reason to believe that there had been a miscarriage of justice. The Board also considered that, having regard to the time which had elapsed and the death of the great majority of the persons concerned, the Board's discretionary power to order a re-hearing should not be exercised. The Board's views on these two aspects of the matter remain unchanged.

'The only new question arising from the second Petition is whether the evidence referred to in the Petition is such that I am required to order a re-hearing under the provisions of Section 475(1)(a) of the Merchant Shipping Act, 1894. I am advised, however, that the provisions of the Act do not impose upon me an obligation to order a re-hearing, primarily because the evidence submitted is not evidence which could not have been produced at the Inquiry but also because that evjdence is not "important" within the meaning of the Section.

'In these circumstances I see no reason to depart from my predecessor's view that a reopening of the Inquiry would serve no useful purpose.'

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	July 3, 1968	
907,462	Kali-Chemi Aktiengesellschaft . .	The manufacture of borbon hydrides and borbon hydrides containing organic substituent radicals.
983,674	Omita S.P.A.	Device for cutting and securing the weft end during the transfer of a bobbin from a bobbin winding device to the magazine for an automatic loom.
	July 4, 1968	
803,300	Standard Telephones & Cables Ltd. .	Intelligence storage equipment.
857,302	Standard Telephones & Cables Ltd. .	Matrix storage device.
863,049	Standard Telephones & Cables Ltd. .	Electrical connectors.
871,162	Standard Telephones & Cables Ltd. .	Character recognition equipment.
871,163	Standard Telephones & Cables Ltd. .	Character recognition equipment.
871,632	Standard Telephones & Cables Ltd. .	Matrix storage device.
879,826	Standard Telephones & Cables Ltd. .	Improvements in electrical high frequency strip transmission line arrangements.
890,253	Standard Telephones & Cables Ltd. .	Regulated electric power supply equipments.
893,608	Standard Telephones & Cables Ltd. .	Programme controlled board piercing equipment.
906,554	Standard Telephones & Cables Ltd. .	Electrical relay with armature contacts arranged in a sealed protective tube.
935,113	Standard Telephones & Cables Ltd. .	Telephone exchange systems.
949,017	Standard Telephones & Cables Ltd. .	Rectilinear-motion bearings.
978,583	Blake, Leslie Reginald . .	Draughting unit.
1,003,317	Standard Telephones & Cables Ltd. .	Radio navigation system.
	July 5, 1968	
796,000	Standard Telephones & Cables Ltd. .	Circuit arrangement for producing sawtooth currents.
846,763	Standard Telephones & Cables Ltd. .	Electron discharge devices.
942,730	Standard Telephones & Cables Ltd. .	Electric cables.
944,562	Standard Telephones & Cables Ltd. .	Screw and nut gearing.
947,208	Standard Telephones & Cables Ltd. .	Time sweep indicating arrangements.
1,003,835	Standard Telephones & Cables Ltd. .	Condenser microphones.
1,009,872	Standard Telephones & Cables Ltd. .	Reflex klystrons.
1,049,221	American Screen Products Company .	Pre-assembled pre-hung door unit.
	July 8, 1968	
987,705	Commissariat a l'Energie Atomique .	Guide tubes for nuclear reactor fuel elements.
988,283	Commissariat a l'Energie Atomique .	Handling devices having motor-operated jaws.
992,611	Commissariat a l'Energie Atomique .	Improvements in control means for asynchronous motors.
992,799	Commissariat a l'Energie Atomique .	The production of electrical energy.
993,173	Commissariat a l'Energie Atomique .	Closed fluid circulation system for removing heat from heat generators.
993,372	Commissariat a l'Energie Atomique .	Apparatus for loading and unloading nuclear reactors.
996,211	Commissariat a l'Energie Atomique .	Heat exchanger arrangements and fuel element sheaths incorporating same.
997,190	Commissariat a l'Energie Atomique .	Sheaths for nuclear fuel elements.
998,944	Commissariat a l'Energie Atomique .	A movable partition or cofferdam.
996,656	Commissariat a l'Energie Atomique .	Spark-gaps.
1,000,067	Commissariat a l'Energie Atomique .	Straight flow valve.
1,000,777	Commissariat a l'Energie Atomique .	An arrangement for transferring irradiated fuel elements into a pool.
1,001,652	Commissariat a l'Energie Atomique .	Manipulating tools.
1,001,975	Commissariat a l'Energie Atomique .	Heat-extracting devices and nuclear fuel element sheaths incorporating same.
1,002,900	Commissariat a l'Energie Atomique .	Methods of extruding metal in the plastic state, and apparatus for carrying out the methods.
	July 9, 1968	
820,018	Standard Telephones & Cables Ltd. .	Circuit arrangement for keeping the black level of a television signal constant, independent of the chosen contrast, in television receivers with aid of a switching diode.
889,956	Standard Telephones & Cables Ltd. .	Two-way communication system.
1,044,635	Standard Telephones & Cables Ltd. .	Communication system.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller,

The Patents Office,

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
August 7	Vehicles and miscellaneous stores	Sale at Auctioneers' Premises	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)

Fordson and Fordson Thames 3-ton trucks; Bedford 3-ton cargo trucks; Morris 1-ton welding truck; 20-ton wheeled tractors, with winch; Dyson 40-ton tank transporter trailer; David Brown tractors; Graisley battery-operated platform trucks; Ford, Standard, Austin and Morris 1000 saloons; BSA 500 cc motor cycles; machine tools; motor vehicle spares; various tyres and inner tubes; roller and ball bearings; electrical and electronic spares including electronic valves; tents; blankets; greatcoats; raincoats; BD trousers and blouses; carpets; curtains; web packs, slings, supporting straps and braces; ankle boots; furniture including wardrobes; bedside tables; easy chairs; settees, etc.; wooden boxes, various sizes, and other miscellaneous stores and equipment.

August 20	Miscellaneous stores	Youth Club Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Machine tools including Kearns boring machine; Churchill crankshaft and other grinders; capstan and other lathes; milling, drilling, slotting and shaping machines; Sunstrand Rigidmils; plate joggling machine; straightening and hand presses, etc.; diesel fork lift trucks; diesel and petrol engines; generating sets; compressors; Winget 10 HTH concrete mixer; tool kits and hand tools; MT spares; telegraph, radio and electrical accessories; electronic valves; prismatic binoculars; watches and clocks; photographic equipment; tentage; and tent poles; respirator haversacks; large quantity ankle boots; white and coloured blankets; greatcoats; shirts; trousers; blouses; vests; men's drawers; rags; groundsheets; carpets; rubber outer covers; cutlery; stainless steel clasp knives; large quantity furniture and numerous other items of general stores.

August 27-28	Industrial and miscellaneous equipment	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Arnold & Son (Dept. L), 52 Merrion Street, Leeds, 2. (Tel. 0532-20898.)

Fork lift trucks; compressors; generators; charging sets; milling machines; boring machines; pumping sets; lathes; grinding and drilling machines; MT equipment and spares; welding plant; industrial tractors and trailers; transporting and lifting equipment; large quantity of batteries; electric, wireless and signal equipment; testing instruments; Avos and Avo minors; MT engine analysers; pneumatic tools and equipment; tool kits; hand tools; saws; tyres; fire fighting equipment; furnaces; packing cases and boxes; safes; binoculars; compasses; dynamometer; portable runways; musical instruments; sewing machines; household and kitchen equipment; textiles including tents; canvas; blankets; carpets; rugs; curtains; groundsheets; mattresses; bolster and palliasse cases; clothing including battledress; raincoats; greatcoats; shirts; jerseys; jerkins; cap comforters; braces; gloves; gauntlets; shoes and ankle boots; household and office furniture including chairs; tables; wardrobes; lockers; desks; dressing chests; bedside tables and large quantities of miscellaneous stores.

Catalogues of the above sales available from the relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale to be held at Barlow on August 27-28, 1968. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Arnold & Son, 52 Merrion Street, Leeds, 2.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
August 6	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industralists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance

Price 8s. 6d. (*by post* 9s. 4d.). Annual Subscription £5 12s. including postage and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected Components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	138	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+345	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	128	168	200	185	+101(1)	— 48	—33	+10
1966 4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967 1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	168	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	133	171	165	132	102	172	125	166	204	189	— 32	— 18	—16	—20
4th quarter	133 (1)	136	173	168	134	104	173	125	164	207	194	+ 50(1)	— 33	+ 5	+ 2
1968 1st quarter	136 (1)	137	177	175	139	106	176	118	183	208	194	—126(1)	—128	+ 1	+46
1967 December		138				105									
1968 January		136				104									
February		137				105									
March		138				107									
April		138*				102									
May		138*				100									

	ORDERS		PRICES AND COSTS					LABOUR			IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment			
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962 = 100		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.			—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	432	156	24,193	121	121	+127
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—402
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	— 31
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—514
1966 4th quarter	153	105	117·9	+3·8	113·0	133·5	169·8	417	209	24,641	147	164	+141
1967 1st quarter	148	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 22
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 45
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—370
1968 1st quarter	142	117*	122·1	+3·0	125·3	139·2	184·8	511	184		203	181	—134
2nd quarter			125·0	+4·5	123·0*	141·2*	185·7	550	180		201	180	
1967 December	143	114	121·2	+2·5	121·9	136·5	180·3	538	188		190	164	
1968 January	143	115*	121·6	+2·6	123·3	137·9	184·2	520	183		194	185	
February	143	116*	122·2	+3·0	125·7	139·2	184·8	503	185		208	183	
March	142*	117*	122·6	+3·4	126·8	140·6	185·3	509	184		206	181	
April	142*	120*	124·8	+4·4	123·5	141·1	185·5	535	180		203	180	
May	141*	123*	124·9	+4·6	122·2*	141·2*	185·8	545	181		207	178	
June			125·4	+4·6	123·2*	141·3*	185·9	569	178		193	182	
July								581*	180*				

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

National Food Survey: household food consumption in the first quarter of 1968

SOME OF THE results of the National Food Survey for the first quarter of 1968 are now available and are presented in summary form in the attached table. In this quarter, average household expenditure on food bought for consumption in the home, excluding sweets and soft drinks, was estimated to be 36s. 11d. per person per week, the same amount as in the previous quarter but 1s. 0d. (2.9 per cent) more than in the first quarter of last year. More than half of the increase compared with the year before was due to greater spending on such convenience foods as meat products, quick-frozen vegetables, fruit juices, cakes, cereal products and canned soups, but there was also increased spending on poultry and on milk.

Consumption of liquid milk (including school milk) continued to average slightly less than 5 pints per person per week. There was a further slight increase in consumption of natural cheese, but average purchases of processed cheese remained at the relatively low level to which they had fallen in the previous quarter. The seasonal decline in the consumption of butter was more marked than usual and purchases averaged 6.0 oz. per person per week, compared with 6.2 oz. a year earlier; average consumption of margarine and of lard and compound cooking fat was also slightly lower. Average consumption and prices of eggs were at similar levels to those in the first quarter of 1967 and, apart from seasonal variation, have shown little change for some years now. There was no significant change in consumption of preserves, and purchases of sugar remained at 16.7 oz. per person per week (the lowest average recorded over the past ten years) compared with 17.7 oz. a year previously.

Average consumption of meat and meat products fell from the record high level of 39.8 oz. per person per week, reached in the previous quarter, to 38.3 oz., the same as in the first quarter of 1967. The decrease between the fourth quarter of 1967 and the first quarter of 1968 was principally in consumption of beef (17 per cent less) and lamb (9 per cent less), but this was partly offset by small increases in consumption of poultry, pork, bacon and meat products. The average consumption of mutton and lamb (5.4 oz. per person per week) was the lowest recorded since 1954 while that of poultry (4.8 oz.) was a new high record. Average prices paid by housewives for beef and lamb were respectively 11 per cent and 7 per cent higher than in the previous quarter, and both were 9 per cent more than in the first quarter of 1967. Average consumption of fish and fish products remained at about 2 per cent above the level of a year previously, at 5.7 oz. per person per week; nearly 14 per cent of this total was quick-frozen, a further 14 per cent was canned, and 18 per cent was cooked fish.

Average consumption of main-crop potatoes was a little above the level of a year previously and there was also a small increase in purchases of new potatoes; average prices were about 12 per cent lower. The average level of consumption of fresh green vegetables was about 6 per cent lower than in the first quarter of 1967 and there was also a slight decrease in consumption of other fresh vegetables; purchases of canned vegetables, however, were fully maintained at 7.8 oz. per person per week and those of quick-frozen vegetables rose from 1.2 oz. to 1.6 oz. Average consumption of apples was 9 per cent less than in the first quarter of 1967 and consumption of bananas and some citrus fruits was also lower; there was no increase in purchases of canned fruit, but those of fruit juices rose from 0.4 oz. to nearly 0.6 oz.

Household purchases of bread continued to show a downward trend and averaged 38.5 oz. per person per week, about 3 per cent less than in the previous quarter or the first quarter of 1967; 10 years ago the average was 47.2 oz. There has also been a continuing downward trend in household purchases of flour, which averaged 5.6 oz. per person per week in the first quarter of 1968 compared with 6.0 oz. a year previously and 8.5 oz. 10 years ago. Average purchases of cakes and pastries, though slightly above the level to which they had fallen a year earlier, were below the averages recorded during the previous five years. There was the usual seasonal decrease in purchases of biscuits but the average was slightly greater than in the corresponding quarter of 1967.

Average consumption of tea remained at the same level as in the previous quarter, but compared with a year ago some displacement by instant coffee was recorded.

Estimate of average household food consumption

oz. per person per week (a)

	Year 1966 (b)	Year 1967	Jan.-Mar. 1967	Oct.-Dec. 1967	Jan.-Mar. 1968
Total Household Food Expenditure	35s. 11d.	36s. 11d.	35s. 11d.	36s. 11d.	36s. 11d.
Liquid milk (pints)	4·93	4·89	4·92	4·82	4·91
Other milk (eq. pints)	0·35	0·35	0·33	0·36	0·38
Cheese	3·11	3·35	3·28	3·33	3·36
Butter	6·09	6·19	6·16	6·33	5·98
Margarine	2·79	3·00	3·11	2·82	3·05
Lard and compound cooking fat	2·13	2·09	2·12	2·20	2·10
Eggs: purchases (number)	4·50	4·52	4·39	4·42	4·39
consumption (number)	4·77	4·72	4·60	4·65	4·58
Preserves	2·84	2·85	2·81	2·98	2·96
Sugar	17·05	17·21	17·70	16·66	16·69
Beef and veal	8·13	8·61	8·96	9·65	7·97
Mutton and lamb	6·28	6·06	5·87	5·88	5·37
Pork	2·76	2·29	2·58	2·38	2·57
Bacon and ham, uncooked	5·30	5·17	5·12	4·99	5·13
Bacon and ham, cooked (including canned)	0·95	0·96	0·87	0·90	0·84
Poultry and cooked chicken	4·06	4·01	3·74	4·43	4·79
Other cooked meat (not canned)	0·68	0·68	0·62	0·60	0·65
Other canned meat	2·02	2·24	2·08	2·31	2·00
Offals	1·44	1·39	1·46	1·51	1·51
Sausages, uncooked	3·59	3·50	3·58	3·61	3·72
Other meat products:					
Meat pies	0·75	0·69	0·69	0·64	0·81
Other	1·66	1·98	1·97	2·15	2·18
Fish, fresh and processed	4·18	4·17	4·05	4·26	4·14
Canned fish	0·87	0·88	0·74	0·84	0·76
Fish and fish products, quick-frozen	0·74	0·74	0·79	0·69	0·78
Fresh green vegetables	13·50	13·17	10·80	12·19	10·20
Other fresh vegetables	9·94	9·83	10·70	11·72	10·59

(a) Except where otherwise stated.
(b) Revised figures

	Year 1966 (b)	Year 1967	Jan.-Mar. 1967	Oct.-Dec. 1967	Jan.-Mar. 1968
Quick-frozen vegetables	1·34	1·29	1·22	1·26	1·62
Canned peas	2·91	3·00	3·16	2·77	3·13
Canned beans	3·24	3·49	3·70	3·43	3·69
Potatoes: purchases	47·56	48·62	51·92	50·69	52·90
consumption	52·49	52·24	54·51	56·15	55·32
Citrus fruit	4·68	4·85	6·50	3·38	6·40
Bananas	3·58	3·37	3·08	3·12	2·91
Apples	7·33	6·40	6·96	7·36	6·36
Fresh tomatoes	3·98	4·06	2·20	3·49	2·24
All other fresh fruit	3·56	3·06	1·36	2·07	1·31
Canned fruit	5·55	5·65	5·21	5·47	5·17
Dried fruit, nuts and fruit and nut products	1·19	1·23	0·97	2·13	0·99
Flour	5·95	5·79	6·05	6·29	5·64
White bread	32·57	33·84	33·65	33·06	32·64
Brown, wholewheat and wholemeal bread	3·41	3·38	3·38	3·43	3·05
Other bread	2·66	2·80	2·57	2·99	2·78
Buns, scones and teacakes	1·60	1·43	1·61	1·61	1·48
Cakes and pastries	4·86	4·61	4·15	4·86	4·45
Chocolate biscuits	0·94	1·08	0·99	1·19	1·00
Other biscuits	4·66	4·79	4·49	4·86	4·54
Breakfast cereals	2·25	2·35	2·20	2·05	2·32
Oatmeal and oat products	0·67	0·67	0·86	0·92	0·81
Canned milk puddings	1·45	1·52	1·57	1·67	1·80
Tea	2·64	2·70	2·79	2·64	2·63
Instant coffee	0·29	0·30	0·29	0·30	0·39
Canned soups	3·10	3·10	3·59	3·63	3·98
Pickles and sauces	1·24	1·30	1·24	1·43	1·21

Source: Ministry of Agriculture, Fisheries and Food.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during February, 1968

THE TOTAL NET TONNAGE of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports during February 1968 amounted to 13,595 thousand nrt; this was an increase of 7·9 per cent over the corresponding month of 1967. Commonwealth vessels accounted for 5,748 thousand nrt.

During the first two months of the year, the total net tonnage of entrances and clearances with cargo amounted to 28,065 thousand nrt; an increase of 2·7 per cent over the similar period of 1967. Vessels of foreign flags shipped nearly 58 per cent of this cargo.

In the coasting trade, the total net tonnage of arrivals and departures with cargo during February 1968 maintained a similar level to the corresponding month of 1967 and during the first two months of the year showed a decline of 4 per cent compared with 1967.

Note: Net registered tons (nrt).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has o board cargo shipped abroad, or shipped in the United Kingdom fo discharge abroad, or passengers from or for a port outside the Unite Kingdom.

The coasting trade statistics include vessels carrying only coastwis cargo or passengers from port to port in the United Kingdom, an vessels moving between these ports without at the time having o board cargo or passengers from or for a port abroad. For example the coastwise movement in ballast includes foreign trade vessels which having completed the discharge of cargo or passengers from abroa at one United Kingdom port, proceed coastwise to another port t load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise bullion, specie or mail, except those loading or unloading only Govern ment stores, bunkers or ship's stores.

(3) Balast figures relate to all vessels other than those defined in (2 and include vessels loading or unloading only Government stores bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements in the foreign trade at United Kingdom ports

	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of February, 1967	4,828	8,360	2,991	193	5,176	4,018	4,242	2,021	111	2,110
With cargo: Month of February, 1968	5,796	8,853	3,243	204	5,406	4,622	4,742	2,184	117	2,441
Two months ending February, 1967	10,425	18,115	6,625	407	11,083	8,586	9,209	4,225	257	4,728
Two months ending February, 1968	11,748	18,508	6,903	329	11,276	9,111	9,557	4,377	210	4,970
In ballast: Month of February, 1967	1,252	1,702	781	31	890	2,198	6,313	1,988	120	4,205
Month of February, 1968	1,119	1,374	525	51	798	2,635	5,996	1,700	143	4,153
Two months ending February, 1967	2,678	3,832	1,811	92	1,929	4,614	13,009	4,209	198	8,602
Two months ending February, 1968	2,226	3,045	1,270	95	1,680	5,108	11,904	3,514	190	8,200

(1) Includes Irish Republic and South Africa.

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	February		Two months Ended February		February		Two months Ended February	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Number of vessels							
United Kingdom	1,301	1,587	2,900	3,223	1,193	1,387	2,521	2,754
Other Commonwealth	117	141	248	268	113	123	249	237
Foreign	3,410	4,068	7,277	8,257	2,712	3,112	5,816	6,120
TOTAL	4,828	5,796	10,425	11,748	4,018	4,622	8,586	9,111
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	2,991	3,243	6,625	6,903	2,021	2,184	4,225	4,377
Registered in Canada	—	—	1	—	—	—	—	—
Registered in other Countries	193	204	407	329	111	117	257	210
Soviet	79	85	219	180	14	50	35	70
Finnish	69	110	149	210	45	36	78	78
Swedish	386	303	773	962	160	238	335	461
Norwegian	1,096	1,064	2,507	2,086	296	444	707	929
Danish	229	237	431	519	171	168	365	383
Polish	34	17	54	57	12	14	25	25
German (Federal Republic)	352	482	760	988	245	331	496	631
Dutch	455	505	1,016	1,276	400	390	847	761
Belgian	178	201	337	413	130	127	284	253
French	201	259	503	522	137	179	300	382
Spanish	55	54	119	137	65	62	127	123
Italian	124	174	299	314	17	51	30	78
Yugoslav	34	11	68	22	9	2	18	14
Greek	179	147	415	392	53	63	130	131
United States of America	208	129	490	349	128	77	363	231
Panamanian	214	170	361	330	17	62	48	122
Liberian	1,121	1,040	2,151	1,995	87	51	156	128
Other	162	218	432	525	125	96	305	167
Total foreign	5,176	5,406	11,083	11,276	2,110	2,441	4,728	4,970
TOTAL	8,360	8,853	18,115	19,508	4,242	4,742	9,209	9,557
Trading areas:								
Irish Republic	291	297	627	610	309	330	663	651
Northern Europe (Foreign)	1,908	2,392	4,322	5,394	1,759	2,024	3,839	4,030
Europe (Atlantic) and Western Mediterranean Countries	827	1,240	1,842	2,552	525	799	1,145	1,581
Central and Eastern Mediterranean Countries	804	950	1,969	1,850	152	199	349	355
West and South Africa	686	422	1,390	810	214	198	481	399
East Africa, Persian Gulf, India	1,746	1,618	3,555	3,268	218	173	422	402
Eastern Asia and Islands in the Pacific	222	201	439	433	212	172	391	343
Australasia	201	241	444	468	127	179	311	329
North America (Atlantic Coast)	653	576	1,477	1,276	426	450	974	919
West Indies and Central America (Atlantic Coast)	829	630	1,698	1,288	190	111	430	297
South America (Atlantic Coast)	85	131	151	238	27	53	86	96
South and Central America (Pacific Coast)	11	16	28	41	27	15	42	38
North America (Pacific Coast)	92	128	161	258	55	31	73	81
Other areas	4	11	11	23	1	5	2	16
Total Commonwealth Countries (1)	2,227	1,861	4,770	3,870	952	980	2,041	1,934
Total Foreign Countries	6,132	6,992	13,345	14,638	3,290	3,762	7,168	7,623
TOTAL	8,360	8,853	18,115	18,508	4,242	4,742	9,209	9,557

Table 3. Foreign trade arrivals and departures at principal ports – January-February

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	564	611	303	584	624	315	109	85	85	624	585	252
Cardiff	305	281	120	380	334	150	119	107	70	332	352	149
Dover	656	903	759	1,122	1,173	974	602	856	661	1,101	1,170	959
*Felixstowe	—	296	349	—	303	364	—	241	282	—	278	329
Folkestone	75	83	63	76	87	66	75	81	62	78	89	67
Grimsby	509	603	446	592	662	484	219	222	191	642	648	476
*Harwich	927	861	445	952	877	457	874	902	592	957	921	603
Holyhead	218	217	210	219	218	211	213	226	211	218	229	216
Hull	803	862	777	859	934	838	428	483	530	835	852	801
Lancaster	51	38	9	54	41	19	3	6	14	83	6	17
Liverpool	2,226	2,009	787	2,671	2,288	897	1,073	857	531	2,746	2,411	869
London	5,591	5,303	2,653	6,803	6,230	3,024	2,498	2,226	1,551	6,436	5,778	3,024
Manchester	960	1,011	526	1,032	1,079	594	314	245	359	939	957	597
Middlesbrough	548	473	260	788	604	341	404	311	277	795	688	374
Milford Haven	1,457	1,041	62	1,638	1,263	134	235	403	159	1,550	982	205
Newhaven	76	78	89	79	79	93	65	73	83	66	79	97
Newport	130	198	105	243	267	143	181	144	139	301	356	183
Plymouth	42	56	85	69	89	153	25	38	99	66	84	162
Port Talbot	66	163	94	73	178	135	11	31	75	73	170	132
Southampton	2,336	2,200	452	2,726	2,515	594	972	957	417	2,778	2,335	579
Swansea	127	154	70	343	319	207	330	344	168	425	888	209
Tyne Ports	343	332	252	492	462	296	203	163	132	545	492	282
Glasgow	883	568	239	961	641	261	341	309	136	1,027	654	261
Grangemouth	255	268	229	291	318	271	166	194	168	244	305	251
Greenock	39	318	32	103	339	54	3	3	9	107	317	43
Leith	138	110	197	143	112	203	52	39	108	107	94	170
Belfast	302	375	247	340	387	271	71	61	89	376	385	229
Other Ports	1,366	1,527	2,964	1,894	2,051	3,750	855	829	2,376	1,999	1,939	3,934
AL	20,934	20,940	12,826	25,525	24,474	15,299	10,441	10,437	9,573	25,432	24,061	15,470

*1967 tonnage figures for Harwich include those for Felixstowe.

(Continued on next page)

SHIPPING MOVEMENT AT UK PORTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports – January-February

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	299	229	177	348	269	477	119	122	358	349	347	568
Cardiff	110	89	114	188	160	291	50	45	164	146	127	290
Cowes	291	268	1,302	644	662	3,033	272	256	1,172	641	660	3,026
Hull	196	182	60	314	253	185	107	75	83	289	293	227
Immingham	147	120	31	323	261	140	145	163	77	217	232	117
Lancaster	233	155	165	267	209	295	213	188	278	232	196	283
Liverpool	373	536	472	545	708	816	364	436	576	667	827	903
London	1,250	1,225	938	1,639	1,629	1,454	456	379	475	1,673	1,605	1,377
Manchester	227	19	30	304	42	71	155	10	23	266	31	58
Middlesbrough	48	105	64	242	257	238	76	63	129	172	192	215
Milford Haven	69	49	22	616	467	230	700	504	253	737	521	265
Portsmouth	65	82	339	431	507	2,056	14	24	139	435	499	2,049
Preston	178	196	359	201	218	402	172	189	337	208	228	425
Southampton	431	451	1,289	1,015	999	1,777	870	834	1,592	1,000	989	2,600
Sunderland	41	26	28	278	269	259	216	212	199	265	245	234
Swansea	29	38	64	284	348	712	169	208	544	211	247	618
Tyne Ports	97	114	29	563	594	398	283	404	318	479	554	417
Ardrossan	123	174	294	132	186	333	77	138	271	106	197	319
Glasgow	219	97	145	345	196	207	161	86	120	259	127	186
Greenock	188	271	432	197	346	474	195	289	366	216	348	472
Stranraer	188	194	151	190	196	153	187	192	150	189	195	152
Belfast	1,018	1,057	1,298	1,091	1,103	1,390	1,010	867	943	1,224	1,171	1,441
Other Ports	1,911	1,781	4,277	3,123	2,977	6,722	1,487	1,457	2,613	3,021	2,856	6,523
TOTAL	7,732	7,458	12,080	13,282	12,859	22,113	7,499	7,142	11,180	13,001	12,688	22,765

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of February 1967	4,868	3,080	2,431	649	4,746	2,997	2,312	685
Month of February 1968	5,144	3,079	2,491	589	4,940	3,050	2,476	574
Two months ending February 1967	10,476	6,590	5,128	1,463	10,195	6,432	4,931	1,500
Two months ending February 1968	10,482	6,255	5,105	1,150	10,093	6,227	5,101	1,126
In ballast Month of February 1967	4,378	2,469	1,859	610	4,444	2,382	1,796	587
Month of February 1968	4,916	2,707	2,095	612	5,738	2,589	2,026	563
Two months ending February 1967	9,470	5,469	4,085	1,385	9,600	5,199	3,945	1,254
Two months ending February 1968	9,906	5,344	4,211	1,133	10,887	5,130	4,049	1,081
Coasting Trade – United Kingdom								
With cargo: Month of February 1967	5,550	3,605	2,867	738	5,299	3,564	2,659	905
Month of February 1968	5,950	3,684	3,009	675	5,484	3,495	2,863	632
Two months ending February 1967	11,958	7,732	6,093	1,639	11,355	7,499	5,700	1,798
Two months ending February 1968	12,080	7,458	6,158	1,300	11,180	7,142	5,930	1,212
In ballast: Month of February 1967	4,449	2,516	1,900	616	4,728	2,526	1,897	629
Month of February 1968	4,990	2,740	2,123	617	6,085	2,791	2,182	609
Two months ending February 1967	9,620	5,550	4,147	1,403	10,217	5,502	4,179	1,323
Two months ending February 1968	10,033	5,400	4,250	1,150	11,585	5,545	4,378	1,167

(a) Commonwealth and Irish Republic

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Export car production a record in first half of 1968

THE MINISTRY of Technology have announced that the production of cars for export was a record 418,670 vehicles in the first half of 1968 and was 29 per cent up on the first six months of 1967. Production of cars for the home market in the same period was four per cent up on the January—June 1967 figure. The total number of cars produced in the first half of 1968 was 947,388—about 113,200 (14 per cent) more than in the corresponding period of last year.

In the five weeks ending June 29, the weekly average rate of car production was 36,397—nine per cent more than in June 1967 despite a number of industrial disputes.

The weekly rate of commercial vehicle production fell in the same period by three per cent, compared with June 1967, to 7,817 vehicles a week. In the first half year 208,471 commercial vehicles were produced which was about 9,300 (five per cent) more than in the first half of 1967, a fall of four per cent in export production was offset by a 10 per cent rise in production for the home market.

Allowing for seasonal factors, total car production for June was almost at the levels of the two previous months. Total production in the second quarter fell by one per cent compared with the first quarter though production for export increased by 11 per cent.

On the same seasonally adjusted basis, commercial vehicle production for June for both home and export markets decreased marginally compared with May. In the second quarter, total production fell by four per cent compared with the first quarter but production for export was the same.

Recorded exports of cars totalled 348,246 in the first six months of 1968. This was the highest half year's total since the first six months of 1964 despite the fact that actual exports tend to lag behind rising production and thus do not fully yet reflect recent very high output levels for overseas markets. Exports of commercial vehicles totalled 71,897—11 per cent less than in the first six months of last year.

Note:

(All seasonally adjusted production figures have recently been revised in the light of the pattern of production in 1967.)

Statistical enquiries to Statistics Branch, Ministry of Technology, Kingsgate House, Victoria Street, London, S.W.1 (Tel. 01-828 1288 Ext. 7131).

Production figures for road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Totals	Weekly Average	For Home Market	For Export	Totals	Weekly Average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966									
1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967									
1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968									
1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	258,793	221,040	479,833	36,910	66,754	37,711	104,465	8,036
1967									
April	4	88,951	53,235	142,186	35,547	20,135	12,514	32,649	8,162
May	4	87,113	50,453	137,566	34,566	19,980	11,405	31,385	7,846
June	5	105,588	61,197	166,785	33,357	26,814	13,367	40,181	8,036
1968									
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	83,620	68,899	152,519	38,130	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817

(Tables continued on next page)

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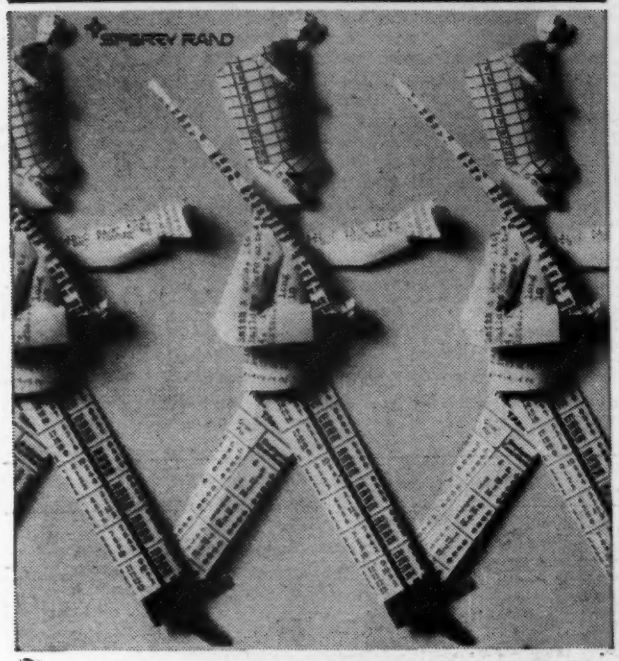

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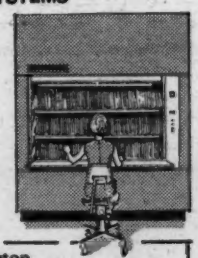

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Table 2. Production—seasonally adjusted

Monthly averages. Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·5	52·4	143·9	24·1	14·6	38·7
2nd quarter	89·3	53·7	143·0	23·0	14·9	38·0
3rd quarter	85·7	51·7	137·4	22·0	15·7	37·7
4th quarter	59·7	50·7	110·3	17·7	14·1	31·8
1967 1st quarter	71·1	50·7	121·8	17·8	13·5	31·3
2nd quarter	78·7	49·3	127·9	19·5	11·7	31·2
3rd quarter	85·9	44·2	130·1	21·8	10·6	32·4
4th quarter	93·8	43·8	137·6	22·8	10·7	33·5
1968 1st quarter	83·4	60·0	143·3	21·3	12·0	33·4
2nd quarter	74·9	66·5	141·4	20·1	12·0	32·1
1967 June	78·6	48·4	127·0	20·5	11·0	31·5
July	86·5	45·2	131·6	22·0	11·2	33·2
August	88·9	46·7	135·6	22·1	11·1	33·2
September	82·4	40·6	123·0	21·2	9·5	30·8
October	91·5	38·4	123·0	23·4	10·5	33·9
November	94·3	44·8	139·1	22·4	11·1	33·5
December	95·4	48·2	143·6	22·4	10·5	33·0
1968 January	87·2	43·6	130·8	20·0	10·2	30·2
February	80·7	60·8	141·5	20·9	12·1	33·0
March	82·2	75·5	157·7	23·1	13·9	37·0
April	78·3	63·9	142·2	20·6	12·4	33·0
May	75·4	66·3	141·7	20·3	12·0	32·3
June	71·0	69·2	140·2	19·3	11·7	31·0
Average of:						
Jan. to Mar. 1968	83·4	60·0	143·3	21·3	12·0	33·4
April to June 1968	74·9	66·5	141·4	20·1	12·0	32·1
Percentage change	−10	+11	−1	−6	N/C	−4

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	555,926	151,141	11,150
1967	502,596	125,335	6,979
1967 1st quarter	153,464	39,671	2,417
2nd quarter	152,935	36,573	1,780
3rd quarter	111,406	27,261	1,459
4th quarter	84,791	21,829	1,323
1968 1st quarter	149,177	32,577	1,803
2nd quarter	199,069	35,642	1,875
1968 January	41,175	11,798	677
February	53,402	9,902	552
March	54,486	10,865	574
April	60,717	11,358	676
May	68,460	11,685	665
June	69,873	12,312	506

NOTE: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. The quarterly export figures include amendments not made to monthly figures.

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Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in May was 7 per cent higher than the previous year, compared with increases of 7 per cent and 8 per cent in March and April respectively.

Sales by food shops showed an increase of 6 per cent on a year earlier, while clothing and footwear shops, durable goods shops, and miscellaneous non-food shops showed increases of 3 per cent, 14 per cent and 4 per cent respectively on a year earlier.

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Non-food shops									
					Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1967 2nd quarter	103	+3	111	+ 3	98	+2	94	— 6	95	— 6	104	+10	88	— 4
3rd quarter	102	Nil	107	+ 3	98	—1	90	— 5	97	— 2	106	Nil	86	+ 2
4th quarter	110	+1	111	+ 1	108	+2	110	— 1	111	+11	104	Nil	118	+ 5
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+ 6	92	+ 6
1967 May	106	+4	113	+ 1	102	+6	94	— 4	94	— 5	113	+16	81	— 7
June	101	+2	112	+ 7	94	Nil	99	— 3	88	—12	97	+ 4	82	+ 1
July	104	Nil	106	+ 2	102	—1	96	— 7	93	— 7	110	+ 3	89	+ 1
August	105	+3	110	+ 4	102	+3	91	— 1	101	+ 2	111	+ 5	88	+ 3
September	96	—3	106	+ 2	91	—6	84	— 7	97	Nil	95	— 9	80	+ 2
October	102	Nil	105	— 1	101	Nil	99	— 1	110	+10	100	— 1	97	Nil
November	103	+2	111	+ 3	99	+2	101	— 1	104	+ 7	98	+ 2	96	Nil
December	123	+2	118	Nil	126	+3	131	Nil	119	+15	116	— 1	160	+12
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+ 3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+ 6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+ 7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+ 4	97	+19

New companies registered in Northern Ireland

IN THE month of June 1968 19 private companies with a total nominal capital of almost £393,000 and one company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-June 1968 164 companies with a total nominal capital of almost £2,853,000 were registered as compared with 133 companies with a total nominal capital of just over £1,089,000 registered in the same period of 1967.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended June 29, 1968:

Distributors' earnings submitted:		
High cost films	£512,500	
Low cost films:		
Eligible (after multiplying by 2½)	—£1,918	
Not eligible for 2½ times rental	£19,559	
		£530,141
Films of less than 3,000 ft. (after multiplying by 2½)		£42,600
		£572,741
Levy collections paid to Agency by HM Customs and Excise to July 5, 1968, together with an estimate of collections approximately covering entertainments for five weeks ended June 29, 1968		£338,900

The eighth interim allocation for the eleventh distribution period will be at the rate of 53 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 26, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Crocodile Safari	Br/E 33317	70	July 23	New Realm Pictures Ltd.	New Realm Pictures Ltd.
Pathe Pictorial Series 703/715:					
Pathe Pictorial No. 710	Br/E 33318	9	July 24	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 711	Br/E 33319	8	July 24	" "	" "
Look at Life Series 37:					
Queue for Genius	Br/E 33322	10	July 26	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Movietone News 2041	Br/E 33337	9	July 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2041A	Br/E 33338	8	July 26	" "	" "
Pathe News 68-59	Br/E 33389	8	July 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-60	Br/E 33390	8	July 26	" "	" "
FOREIGN					
Gentle Giant	F 33316	93	July 23	Paramount Pictures (UK) Ltd.	Ivan Tors Films Inc. and Paramount Pictures Corp.
Skin Skin	F 33320	87	July 25	Antony Balch Films Ltd.	F. J. Filmi, Helsinki.
For Love of Ivy	F 33321	100	July 25	Cinerama International Releasing Organization.	Palomar Pictures International.
Daisies	F 33323	76	July 26	Contemporary Films Ltd.	Ceskoslovensky Filmexport, Prague.

UK computer market 1st quarter 1968

Deliveries fall back

PROVISIONAL RESULTS for the first quarter of 1968 of the Ministry of Technology inquiry into the computer market in this country show a fall from the high level attained in the fourth quarter of 1967.

Deliveries of hardware to home and export markets fell by 14 per cent overall, equipment made here falling back by 12 per cent and factored equipment by a further 20 per cent.

Full details of the first quarter 1968, at current prices, compared with the four quarters of 1966 and 1967 appear in Tables 1 and 2 attached, but the latest trend may be summarized as follows:

Deliveries of computer hardware

£ million

	British Made			Factored			All Machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1967 4th quarter	18·4	9·5	27·9	8·1	0·4	8·5	26·5	9·9	36·4
1968 1st quarter	16·9	7·5	24·4	6·4	0·4	6·8	23·3	7·9	31·2
Change	—1·5	—2·0	—3·5	—1·7	—	—1·7	—3·2	—2·0	—5·2
Per cent	—8	—21	—12	—21	—10	—20	—12	—20	—14

One quarter's figures in isolation must be treated with caution, but the fall in the latest period is not surprising since this quarter saw the possibility of a reference to the Prices and Incomes Board of one aspect of the Industry's price policy (1) while the structure of the industry itself was undergoing major changes (2).

Nevertheless the results for the first quarter of 1968 were well up on those for the first quarters of 1967 and 1966.

Increasing proportion of small systems

Of equal interest to the deliveries of hardware is the number of systems installed, 'systems' in this context referring both to simple and to highly sophisticated configurations.

The number of systems delivered in the first quarter was 451 of which 306 went to the home market and 145 to export, and they can be analysed thus:

Computer systems delivered 1st Quarter 1968

Price Range	Home		Export	
	No.	Value £000	No.	Value £000
Less than £5,000	54	190	—	—
£5,000-£19,000	56	596	2	16
£20,000-£49,000	49	1,872	8	255
£50,000-£120,000	49	3,472	36	2,616
£120,000-£249,000	29	7,107	—	—
£250,000-£499,000	2	540	—	—
£500,000-£999,000	—	—	1	534
Unclassified	67	1,443	98	713
Total	306	15,130	145	4,134

The significance of these figures lies in the fact that more than a third of the deliveries to the United Kingdom market were of machines with a value less than £20,000, possibly nearly a half as most of the unclassified machines were probably in this price range; these are not likely to require much software. Comparison with previous periods is difficult as so many systems were not classified by price but the total number of systems was up on the 1967 quarterly rate.

In addition to these digital systems there were also 28 analogue and hybrid computers against 44 in the 4th quarter of 1967; 24 of these were for the home market and four for export.

New peak in orders on hand

As a corollary to the decline in deliveries the value of orders on hand at March 31, 1968, was at a new high level and in excess of £200 million (Table 3). Within this total, however, there were some significant changes from the value of orders recorded at December 31, 1967.

While the total orders increased by 9 per cent, orders for British-made machines were 2 per cent down while those for factored machines were 32 per cent up as shown below:

Orders on hand for computers, etc.

£ million

	British Made			Factored			All Machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1967 December 31	97·9	30·2	128·1	59·1	1·1	60·2	157·0	31·3	188·3
1968 March 31	93·3	32·6	125·9	78·8	0·5	79·3	172·1	33·1	205·2
Change	—4·6	+2·4	—2·2	+19·7	—0·6	+19·1	+15·1	+1·8	+16·9
Per cent	—5	+8	—2	+33	—55	+32	+10	+6	+9

It should be emphasized that part of the increase in the value of orders on hand is due to the inclusion for the first time of new firms which tend to specialize in items of peripheral equipment, but even so it is clear that net new home orders for factored equipment were double those for United Kingdom equipment.

Employment shows little change

There is little cause for comment in the figures for numbers employed (Table 4). The rate of increase shown in 1967 has slowed down, and much of the increase from December 31, 1967, to March 31, 1968 was due to the inclusion of the new firms referred to above.

(1) A price increase by IBM was in fact referred to the NBPI on April 8, 1968.

(2) The formation of ICL was announced on March 21, 1968.

Notes:

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function; in practice the manufacturing and selling functions are often combined. There are also some firms the whole of whose output is incorporate in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is in fact imported.

The principle used throughout the computer inquiry is that only the equipment interfaced with a computer has been considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry etc.

Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also all the input, output and storage equipment much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1 and 2 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 2 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 2 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another. The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 1 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 2 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

Table 1. Deliveries of electronic computers (British made) £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturers
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,954	36,700	5,501
1966 1st quarter	10,494	3,294	369	176	375	147	745	32	5,675	3,661	17,658	7,310	1,336	76	57	17	19,068	7,386	1,047
2nd quarter	11,434	4,387	270	86	440	146	1,398	140	6,362	3,705	19,904	8,464	1,339	81	60	17	21,320	8,545	1,013
3rd quarter	13,094	4,477	294	44	389	142	1,094	158	6,340	3,750	21,211	8,571	1,178	77	114	13	22,516	8,648	921
4th quarter	10,416	3,009	460	1	394	133	923	39	7,462	4,152	19,655	7,334	1,380	79	95	7	21,137	7,413	1,010
1967 1st quarter	12,381	4,645	342	86	465	157	716	31	5,974	3,082	19,878	8,001	1,338	77	102	2	21,320	8,078	1,262
2nd quarter	14,539	5,109	281	91	567	193	795	80	6,794	3,532	22,976	9,005	1,679	344	111	5	24,771	9,349	1,272
3rd quarter	17,635	6,198	239	57	660	160	612	74	6,236	2,643	25,382	9,132	2,035	251	111	22	27,550	9,383	1,166
4th quarter	17,826	5,464	590	59	1,156	328	428	148	7,905	3,471	27,905	9,470	2,254	398	142	34	30,313	9,890	1,801
1st quarter*	15,774	3,754	525	90	912	293	1,022	564	6,212	2,768	24,445	7,469	1,865	82	26	30	26,366	7,551	1,586

Table 2. Deliveries of electronic computers (factored) £'000

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other UK Manufacturers
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hardware	Software	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1966 1st quarter	7,842	459	—	—	95	4	132	8	934	287	9,003	758	—	—	—	—	9,003	758	—
2nd quarter	8,684	462	—	—	91	—	125	—	469	119	9,369	581	222	—	—	—	9,591	581	40
3rd quarter	7,643	198	—	—	114	—	125	—	506	76	8,388	274	245	—	—	—	8,633	274	40
4th quarter	9,077	286	—	—	75	—	125	—	473	2	9,750	288	224	—	—	—	9,974	288	193
1967 1st quarter	4,733	422	33	—	66	—	—	—	1,197	58	6,029	480	252	—	—	—	6,281	480	386
2nd quarter	5,585	246	37	—	224	—	—	—	880	192	6,726	438	339	—	—	6	7,071	438	863
3rd quarter	8,961	320	—	—	68	—	—	—	775	21	9,804	341	330	—	—	7	10,141	341	703
4th quarter	7,111	423	25	—	327	—	—	—	1,070	12	8,533	435	347	—	—	—	8,880	435	1,030
1968 1st quarter*	3,490	380	—	—	267	—	9	—	3,007	12	6,773	392	785	—	—	—	7,558	392	564

*Provisional. (a) work done in UK only

Table 3. Orders on hand for electronic computers and peripherals
£ million

	Of UK manufacture			Factored			Total		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1966 Dec. 31	71·3	27·9	99·2	26·2	1·5	27·7	97·5	29·4	126·9
1967 Mar. 31	86·5	27·7	114·2	55·7	1·2	56·9	142·2	28·9	171·1
June 30	94·4	29·5	123·9	55·3	1·0	56·3	149·7	30·5	180·2
Sept. 30	105·9	29·9	135·8	53·1	1·1	54·2	159·0	31·0	190·0
Dec. 31	97·9	30·2	128·1	59·1	1·1	60·2	157·0	31·3	188·3
1968 Mar. 31*	93·3	32·6	125·9	78·8	0·5	79·3	172·1	33·1	205·2

Table 4. Numbers employed in United Kingdom electronic computer industry

	R & D	Manufacturing	Sales	Other	Total
1966 Dec. 31	3,600	15,300	4,700	12,200	35,800
1967 Mar. 31	4,100	15,200	5,000	12,800	37,100
June 30	4,300	16,000	5,000	13,300	38,600
Sept. 30	4,300	16,600	5,300	13,900	40,100
Dec. 31	4,800	17,000	5,500	13,900	41,200
1968 Mar. 31*	4,800	17,200	5,500	14,600	42,100

*Provisional

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COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Exhibitions and Fairs

President's message on Soviet Exhibition

'I SHALL be most interested to see what fresh stimulus this gives to Anglo-Soviet trade', said Mr. Anthony Crosland, President of the Board of Trade, in a message published on July 24 in the *Morning Star* special supplement on the Soviet Exhibition. (The Exhibition will be held at Earls Court from August 6 to 24).

Mr. Crosland pointed out that although Anglo-Soviet trade had been growing more rapidly over the past few years than our global trade, it was still less than might be expected between countries of such a degree of economic development.

'The Soviet Union's Exhibition', said Mr. Crosland, 'while not exclusively a trade and industrial exhibition, is in large measure a counterpart to the ritish Industrial Exhibition which was held in Moscow in 1966.

'I feel sure that our exhibition contributed a good deal to the expansion of British exports which has followed it.

'I expect that the Soviet Exhibition will contribute to their exports, and I look forward now to a growth of trade in each direction.'

Exporting to Austria—preparing for British Week Vienna 1969

THE BRITISH WEEK in Vienna to be held from October 10-18, 1969, is the subject of a special supplement to the Board of Trade 'Export Service Bulletin' published on July 31.

The supplement contains 36 market assesments on groups of consumer goods, together with an introductory article on selling in Austria prepared by the British Embassy in Vienna.

The groups of goods covered in the supplement range from antiques and works of art to watches and clocks. Within this they range through books, drink, carpet and floor coverings, cosmetics, china and glassware, clothing and textiles, electrical appliances, furniture, tools, cutlery, food, footwear, jewellery, leather goods, motor accessories, musical instruments, office equipment, optical goods, pharmaceuticals, radio and television, stationery, sports and games equipment, tobacco, and umbrellas.

The supplement is designed to help manufacturers to examine the potential of the Austrian market, to prepare or review their selling effort there, and to plan a concerted attack to take advantage of the massive point-of-sale promotion provided by the holding of the British Week.

Copies of the supplement are being sent to Bulletin subscribers and to firms who have so far expressed interest in the British Week. Copies are obtainable from Export Services Branch, Hillgate House, 35 Old Bailey, London, EC4 (Tel: 01-248 5757 Ext 7058).

British Week in Vienna, which is being organized by the Board of Trade in conjunction with the BNEC Export Council for Europe, will be the largest British point of sale promotion ever staged in Austria. It will offer British manufacturers of consumer goods a great opportunity to extend their modest sales in a relatively neglected market, which imported overall £800 million's worth of goods in 1967. As, one of our partners in EFTA Austria has virtually no import duties on British manufactured goods. But in spite of the advantage that this gives to us over Common Market competitors – including the Federal German Republic, Austria's close neighbour – our share of the Austrian import market amounts to only about six per cent.

A Guide to the British Week Vienna was recently issued by BNEC Export Council for Europe to firms who had already expressed initial interest. Copies of this Guide may be obtained from BNEC Export Council for Europe, 6-14 Dean Farrar Street, London, SW1 (Tel: 01-930 3121).

The British Week Office set up in Vienna by the Board of Trade is enlisting the support and interest of over 1,000 stores in the target areas covering Vienna's principal shopping districts in purchasing British goods and in mounting special displays of them. A full programme of supporting events is also being arranged.

British menswear promotions in Europe and US

TWENTY-SIX menswear shops in Brussels and Antwerp – eighteen and eight respectively – are to feature window displays of British menswear from October 11 to 26. The promotion which is being sponsored by the British Menswear Guild in co-operation with the Commercial Department of the British Embassy in Brussels, is being held at the request of the stores concerned as the result of the success achieved by the members of the BMG during their participation at the British Week in Brussels in October 1967.

The Belgian promotions are part of a 'heaviest ever' campaign being staged by the BMG in Europe – beginning on August 23 at the International Men's Fashion Week in Cologne – and in the United States.

From September 20 to October 5, the Guild will mount promotions in twelve speciality shops in Geneva and Lausanne, and will also be sponsoring seven shops in Basle during the British Shopping Week from September 20 to 28. The members will also sponsor displays at 22 stores and shops during the British Week in Stockholm from September 27 to October 5. In addition, their garments will be prominently featured in the official fashion show – which will have its Gala Première before Princess Alexandra on Monday, September 30.

After Stockholm, the BMG will turn its attention to the British Shopping Week in Lille, where five leading shops will devote window space to British merchandise.

During September, October and November leading stores in New York, Phoenix, Arizona; Pittsburgh, Pennsylvania; Denver, Colorado; and Philadelphia, will mount BMG sponsored promotions.

Further information concerning the autumn promotions may be obtained from Miss Patricia Hacking, Press Officer, British Menswear Guild, 20 Savile Row, London, W.1 (Tel. Gerard 3629.)

'British Week' labels for Vienna and Tokyo

MANUFACTURERS planning to take part in the British Weeks in Vienna and Tokyo in 1969 can obtain, upon application to the Board of Trade, a free supply of gummed labels bearing the striking motif in red, white and blue designed for each event.

Although primarily intended for use as letter stickers, these colourful labels are suitable for use on showcards, boxes and wrappers.

The British National Export Council will be distributing small quantities to all firms on their mailing lists, and additional supplies may be obtained from Mr. R. Attwell, Board of Trade, Room 214, Kingsgate House, 66-74 Victoria Street, S.W.1.

Applicants should state which of the two events they are interested in and the number of labels they would like to receive.

HRH Prince Philip visits ships' gear exhibition

A COMPREHENSIVE display of marine subcontracting equipment—'those items assembled and fitted into every new ship by the shipbuilder or marine propulsion engine builder and including items used in modernization, repair, ship research and integrated communication system'—was featured at the Ships' Gear International '68 Exhibition and Technical Symposium, at Olympia, London from July 29. (The event closes today, Friday.)

Following the opening by Sir William Swallow, chairman of the Shipbuilding Industry Board, the exhibition was visited by HRH Prince Philip. Another visitor during the opening day was Mr. William Rodgers, Minister of State, Board of Trade.

On each of the five days of the event a Technical Symposium was held (this was opened by Sir William J. Lithgow, chairman, Lithgows Ltd., Port Glasgow), during which 32 papers under the general theme of 'Cost Effectiveness Of Ships' Gear And Its Effect Upon The Viability Of Fleet Operation' were read. The exhibition was organized by Municipal & Industrial Exhibitions Ltd., a member-company of The Brintex Group, of Clement's Inn, London W.C.2.

EXPO '70 takes shape in Osaka

IN TWENTY MONTHS the successor to Montreal's Expo '67 will be under way. Expo '70, to be held in Osaka, Japan, will be officially opened on March 15, 1970 by Crown Prince Akihoto, the Honorary Patron of the Japan World Exposition.

Expo '70 will run for six months, closing on September 15, 1970. During that time it is estimated that a total of one million overseas visitors will visit Japan, in addition to some 30 million Japanese.

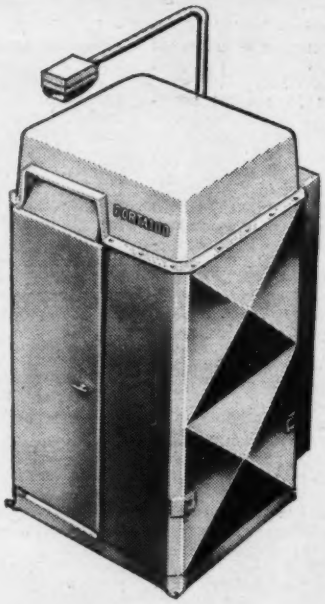
Japan is investing nearly £90 million in Expo '70, including £63 million in the site itself. Up to now thirty-eight nations have applied to participate in the Exposition, including Great Britain, Canada, United States, Australia, New Zealand, USSR, the Federal Republic of Germany and Switzerland.

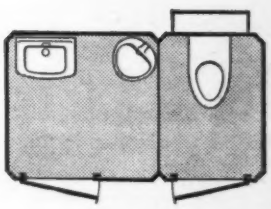
What convenience!

Just think, portable toilet accommodation that can be installed in a few hours to provide temporary or permanent facilities.

Completely self contained, PORTALOO requires only three simple connections to services.

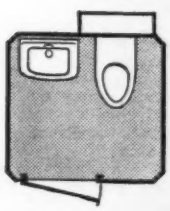
Manufactured from tough polyurethane coated steel with translucent glass fibre roof PORTALOO will delight the Health or Factory Inspector and deter the vandal.





Unit 1

Double compartment with W.C., urinal, wash basin with spray tap, coat hooks and toilet roll holder.



Unit 2

Single compartment with W.C., wash basin with spray tap, coat hook and toilet roll holder. (Shower model available).

Unit 3

Single compartment with W.C. or chemical closet, coat hook and toilet roll holder.

Prices from £95

Patents applied for.

PORTALOO®

Write or 'phone today for full details. Portasilo Limited, Huntington, York. Telephone York 24872. Telex 57849.

Information about Australia and New Zealand

—are you interested?

With more than 1,100 branches and agencies we know our countries well, and our booklets "Business Man's Guide to Australia", "Investment and Industry in New Zealand" and "New Zealand Traveller's Guide to Auckland" will tell you all you'll want to know.

These are only three of our many publications. All are available at our Head Office in London.

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Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 5, 1968)

The next full supplement will be published on November 1.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1969

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27, 1969
This entry should be amended to read:
Official information counter and probable joint ventures with: Pianoforte Manufacturers' Association; Association of Musical Instrument Industries; British Stationery and Office Equipment Association; Federation of British Carpet Manufacturers; British Jewellers' Association.
(Mr. K. J. C. Edgington, Ext. 2436)

Hanover: HANOVER FAIR – April 26-May 4, 1969
This entry should be amended to read:
Official information office and joint ventures with: British Electrical and Allied Manufactures' Association and Electric Light Fittings Association; a probable joint venture with the British Pottery Manufacturers' Federation; the Board of Trade will be considering joint ventures with other appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

ADDITIONS – 1969

Tripoli: INTERNATIONAL TRADE FAIR – February 28-March 20, 1969
The Board of Trade is proposing to organize a British Pavilion at this event.
(Miss G. Adams, Ext. 2788)

Johannesburg: RAND EASTER SHOW – March 25-April 7, 1969
Possible Joint Venture with the Scottish Council on the theme of 'Scotland and Scottish Industry'. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Budapest: INTERNATIONAL TRADE FAIR – May 1969
Probable British Pavilion organized by the Board of Trade.
(Mr. R. I. Morgan, Ext. 2785)

Poznan: INTERNATIONAL TRADE FAIR – June 1969
Probable British Pavilion organized by the Board of Trade.
(Mr B. L. Banks, Ext. 3558)

ADDITIONS – 1970

Hanover: HANOVER FAIR – April 25-May 3, 1970
Official information office and a probable joint venture with the British Pottery Manufacturers' Federation; the Board of Trade will also be considering joint ventures with other appropriate trade associations. Firms interested in participation should contact their associations.
(Miss E. J. Slegg, Ext. 3559)

(b) SPECIALIZED

DELETE – 1968

Berlin: FASHION WEEK – October 14-25, 1968

Warsaw: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – October/November

DELETE – 1969

Berlin: FASHION WEEK – April 1969

Dortmund: EUROPEAN HORTICULTURAL SHOW (EUROFLOR) – April 25-October 12, 1969

Berlin: FASHION WEEK – October 1969

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11, 1969

AMENDMENTS – 1968

Bologna: INTERNATIONAL BUILDING INDUSTRIALISATION EXHIBITION – October 5-13, 1968
This entry should be amended to read:
A joint venture with the Building Materials Export Group and The Westminster Chamber of Commerce.
(Miss J. King, Ext. 2782)

Seoul: BOOK EXHIBITION – October 1968
This entry should be amended to read:
Book Exhibition – Spring 1969; a possible joint venture with the Book Development Council. Firms interested in participation should contact the Council.
(Mrs. I. M. Janzen, Ext. 2489)

ADDITIONS – 1968

Stockholm: CONSUMER DURABLES EXHIBITION – September 27-October 5, 1968
A joint venture with the British National Export Council.
(Mr. R. J. Ager, Ext. 2783)

ASIA 69
2nd
ASIAN
INTERNATIONAL
TRADE
FAIR
ORGANIZED BY THE GOVERNMENT OF IRAN
SUPPORTED BY THE UNITED NATIONS
■ Show your products to 2 million visitors including businessmen from 50 countries.
■ Profit from the US $ 11 billion market of the 4th Iranian five year plan and plans of other developing countries.
■ Trade with representatives of 40 governments and 3000 companies exhibiting at the Fair
■ Full information for exhibitors from Asian International Trade Fair P. O. Box 22 Tajrish Tehran - Iran.
TEHRAN-IRAN
5-24 OCT. 1969

New York: DISPLAY OF DRESSES AND SPORTSWEAR – October 7-17, 1968
A probable joint venture with the Clothing Export Council.
(Miss J. M. Coker, Ext. 2624)

Düsseldorf: INTERNATIONAL EXHIBITION AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968
An official information stand and joint venture with the Scientific Instrument Manufacturers Association.
(Mr. J. A. Swinton, Ext. 2777)

AMENDMENTS – 1969

Hamburg: BOAT SHOW – January 1969
The dates of this event are January 23-29, 1969.
(Mr. K. J. C. Edgington, Ext. 2436)

Nuremberg: INTERNATIONAL TOY FAIR – February 8-14, 1969
This entry should be amended to read:
A joint venture with the British Toy Manufacturers' Association.
(Miss E. J. Slegg, Ext. 3559)

Chicago: MENSWEAR RETAILERS OF AMERICA – February 19-22, 1969
The dates should be amended to read: February 2-5, 1969.

New York: NATIONAL BOAT SHOW – February 1969
The dates of this event should be amended to read: January 25-February 2, 1969

Chicago: AUTOMOBILE SHOW – February/March 1969
The dates should be amended to read: March 8-16, 1969

Munich: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9, 1969
This entry should be amended to read:
A possible joint venture with the Federation of Manufacturers of Construction Equipment. Firms interested in participation should contact the Federation.
(Miss E. J. Slegg, Ext. 3559)

Cleveland: ANALYTICAL AND APPLIED SPECTROSCOPY SHOW – March 4-8, 1969
The dates should be amended to read: March 2-7, 1969.

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 5-9, 1969
This entry should be amended to read:
Possible joint ventures with the Building Materials Export Group and the Heating, Ventilating and Air Conditioning Manufacturers Association. Firms interested in participating should contact the group or the association.
(Mr. K. J. C. Edgington, Ext. 2436)

Cleveland: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 16-20, 1969
The dates should be amended to read: March 9-13, 1969.

Chicago: ASTME NATIONAL EXPOSITION – April 1969
The dates should be amended to read: May 5-9, 1969.

Novi-Sad: INTERNATIONAL AGRICULTURAL FAIR – May
The date of this event should be amended to read: May 9-19, 1969.

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 1969
The date of this event should be amended to read May 10-16, 1969; the entry shall be amended to read: Possible joint venture with the Institute of Packaging.
(Mr. S. Bickel, Ext. 2011)

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969
This entry should be amended to read:
A joint venture with the Dairy Engineers Association. Firms interested in participation should contact the association.
(Mr. K. J. C. Edgington, Ext. 2436)

Essen: WELDING AND CUTTING FAIR – September 20-28, 1969
This entry should be amended to read:
A joint venture with the British Electrical and Allied Manufacturers' Association (Welding Section). Firms interested in participation should contact the association.
(Mr. K. J. C. Edgington, Ext. 2436)

ADDITIONS - 1969

Toronto: FLOOR COVERING SHOW - January 6-11, 1969
Probable joint venture with the British Carpets Export Promotion Council. Firms interested in participation should contact the Council.
(Miss G. Adams, Ext. 2788)

Zurich: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL (MICROTECNIC '69) - January 30-February 4, 1969
A joint venture with the Gauge and Tool Makers' Association. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

Los Angeles: LOS ANGELES BOAT SHOW - January 26-February 4, 1969
Probable joint venture with the Ship and Boat Builders National Federation.
(Miss G. Adams, Ext. 2788)

Cleveland: 19TH CONCRETE INDUSTRIES EXPOSITION - February 3-6, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

Stockholm: FORESTRY EXHIBITION - February 22-26, 1969
A possible joint venture with the Agricultural Engineers Association. Firms interested in participation should contact the association.
(Mr. R. J. Ager, Ext. 2783)

Montreal: CANADIAN TOY FAIR - February 23-28, 1969
Probable joint venture with the British Toy Manufacturers Association.
(Miss G. Adams, Ext. 2788)

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL '69) - March 4-8, 1969
A possible joint venture with the Electronic Valve and Semi-Conductor Manufacturers' Association or the Radio and Electronic Component Manufacturers Federation. Firms interested in participation should contact the association.
(Mr. T. E. Kerfoot, Ext. 3071)

Chicago: AMERICAN NATIONAL PACKAGING EXPOSITION - April 14-17, 1969
A possible joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION - May 26-29, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations.
(Mr. A. F. Fenton, Ext. 2786)

Toronto: NATIONAL INDUSTRIAL PRODUCTION SHOW - June 2-6, 1969
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Cologne: INTERNATIONAL FAIR OF ACCESSORIES AND MATERIALS USED FOR WOODWORKING, FURNITURE UPHOLSTERY, MATTRESSES, HOUSE SHIP, VEHICLE AND LIGHT CONSTRUCTION BUILDING (INTERZUM) - June 11-15, 1969
The Board of Trade will be combining joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(J. A. Swinton, Ext. 2777)

Düsseldorf: INTERNATIONAL HOSPITAL EXHIBITION - June 19-25, 1969
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777)

Chicago: MUSIC INDUSTRY TRADE SHOW - June 22-26, 1969
A possible joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

HELSINKI
INTERNATIONAL
TRADE FAIR
SEPT. 19-29, 1968

The Helsinki International Trade Fair has established itself as an important meeting point for east and west in international commerce. Exhibitors at the fourth Helsinki International Trade Fair come from 30 countries.

The Helsinki International Trade Fair is also the big shop window for Finnish industry, displaying the high standards of Finnish manufacture in a wide sector.

Welcome to Helsinki and the International Trade Fair

Further information:

THE FINNISH FAIR CORPORATION
Helsinki 25, Finland Telephone 44 00 11
Telex 12-1119 finnexpo hki
The representative in Great Britain:— Exhibition Consultants Limited, 11 Manchester Square, London, W.1.

Malmo: 4TH INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA IV) October 1969
A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Mr. R. J. Ager, Ext. 2783)

ADDITIONS – 1970

Frankfurt: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24, 1970
Probable joint ventures with the British Chemical Plant Manufacturers' Association, the Scientific Instrument Manufacturers' Association and the British Laboratory Ware Association and a probable trade information stand manned by the Book Development Council. Firms interested in participation should contact the appropriate association.
(Mr. K. J. C. Edgington, Ext. 2436)

(c) BRITISH WEEKS and STORE PROMOTIONS

DELETE – 1968

London, Ontario: FORTNIGHT FESTIVAL – June 29-July 13, 1968

AMENDMENTS – 1968

Regina: BRITISH SHOPPING WEEK – September 5-14, 1968
This entry should be amended to read:
The city-wide British Shopping Week being held in Regina with the full co-operation of the Government of Saskatchewan and the civic and commercial communities present splendid opportunities for British firms to promote the sale of their products in this rewarding market. Board of Trade support includes the provision of display material and assistance in organization of special features, including the Green Howards' Band and British policemen.
(Mr. C. S. Stappard, Ext. 2761)

Louisville, Kentucky: STEWART DRY GOODS CO. – September 16-28, 1968

Phoenix, Arizona: GOLDWATERS – October 24-November 2, 1968
These entries should be amended to include the telephone number for the London Buying House which is: (Tel. 01-636 5781).

New Britain, Connecticut: DAVIDSON AND LEVENTHAL – September 30-October 12, 1968

Pittsburg: KAUFMAN'S – October 7-26, 1968

Akron, Ohio: THE M. O'NEIL CO. – October 14-26, 1968

Los Angeles: BROADWAY DEPARTMENT STORES – October 15-28, 1968
The Board of Trade contact for these entries should be amended to read: (Mr. R. A. Hillier, 01-828 1288, Ext. 7240).

Lille: BRITISH SHOPPING WEEK – October 11-19, 1968
The Board of Trade officer dealing with this event should read: (Mr. P. S. E. Hooper, Ext. 2755).

New Orleans: MAISON BLANCHE – November 10-16, 1968
This entry should be amended to include the telephone number for the London Buying House which is: (Tel. 01-437 3301).

Tokyo: ISETAN CO. LTD. – November 12-20, 1968
This entry should be amended to read:
November 1968, and The London Buying House is Dean Warburg Ltd., 81 New Bond Street, London, W.1 (Tel. 01-493 9636).

ADDITIONS – 1968

Regina: HUDSON BAY COMPANY – September 5-14, 1968
Canada, Calgary: " " " – October 5-12, 1968
Saskatoon: " " " – October 10-19, 1968
Edmonton: " " " – October 10-19, 1968
Winnipeg: " " " – October 17-26, 1968

These British promotions will feature general department stores merchandise. The London Buying House is the Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. 01-486 4721).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

Rome: CESARI STORE PROMOTION – September 30-October 5, 1968
Cesari own two stores, one in Via Babuino and one in Via Barberini, selling fabrics, furnishing fabrics and floor coverings. The promotion will be known as 'British Week at Cesari' and the stores will be decorated accordingly.
(Mr. A. E. H. Sammons, 01-828 1288, Ext. 7251)

Philadelphia: JOHN WANAMAKER – Autumn, 1968
This British promotion will feature menswear. The London Buying House for the store is O. Zeigler Ltd., 27 Albemarle Street, London, W.1 (Tel. 01-628 1362).
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240).

Toulon: SIGRAND COVETT CLOTHING STORE PROMOTION – November 1-9, 1968
This well known chain of men's and women's wear shops will hold a promotion of British clothing in its Toulon branch this November. Classes of British goods to be included in the promotion will be medium price men's suits, ties, shirts, knitwear and dresses and knitwear for women.
Manufacturers interested in offering their products to the store should contact Monsieur J. Sigrand, Service Publicite, Societe Sigrand-Covett, 83 boulevard de Sebastopol, Paris 2e.
(Mr. P. Holmes, 01-828 1288, Ext. 7249)

AMENDMENTS – 1969

Melbourne: BUCKLEY AND NUNN LTD. – March 1969
The dates of this event should be amended to read: February 24-March 8, 1969

Visit Korea and see
THE WORLD'S NEWEST SUPPLIERS
AT
KOREA TRADE FAIR
SEOUL, KOREA
SEPT. 9th - OCT 20th, 1968
Korean and International Pavilions' Exhibits will include:-
All kinds of fabrics, sweaters, food, agriculture and marine products, machinery, electrical apparatus, building materials, metal goods, transportation equipment, cigarettes and beverages, plastic goods, rubber and leather goods, ceramics, medicines, handicrafts, stationery and sporting goods, musical instruments and miscellaneous articles.
KOTRA
For further details apply
KOREA TRADE PROMOTION CORPORATION
Triumph House, 189 Regent Street, London, W.1.
Tel.: 01-734 6909

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969

Formal announcement of this British Week was made by the British Ambassador Sir John Pilcher and Mr. Michael Montague, chairman of the BNEC Asia Committee at an inaugural conference in Tokyo on January 23.

A British Week Office has been set up in that city, and has completed a first round of shop visits. The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.

The address of the British Week Office is: British Week Office of the British Embassy, Room 326, Nikkatsu International Building, 1 Yuraku-Cho-1-Chome, Chiyoda-ku, Tokyo, Japan (Tel. 213-8151/5, Telex TK 4653). Director: Mr. Ben Thorne, MBE.

(Mr. A. H. Divers, Ext. 3373)

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

See also page 311 for details of new 'Call Export Intelligence' film.

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Fairs Branch, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe including East Germany	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in West Germany	3557
Austria, Italy, Portugal	3072
France (Paris only), Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Irish Republic	3072
United States, Canada	2788
United Kingdom	3008
The rest of the world	2496

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Amendments – 1968

COLOGNE: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA)
The date of this event should be amended to read September 7-10.

FRIEDRICHSHAFEN: INTERNATIONAL BOATING AND NAUTICAL SPORTS EXHIBITION (INTERBOOT)
The date of this event should be amended to read September 28-October 6.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10
The Board of Trade has been informed that this event will now take place from November 8-17.

PARIS: INTERNATIONAL DAIRY EXHIBITION – November 2-8
The date should be amended to read November 2-10.
The name of the organizer should be amended to read: M. H. Chavagnat.

Additions – 1968

GOTHENBURG: INTERNATIONAL ANTI-CORROSION AND PROTECTIVE COATING EXHIBITION (SCANCORR) – October 9-15
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

GOTHENBURG: INTERNATIONAL FISHING INDUSTRY AND COASTING TRADE EXHIBITION (SCAN-SEA) – October 12-20
Apply, Scandinexpo AB, Stampgat 38, Gothenburg C.

VIENNA: VAN SWIETEN MEDICAL CONGRESS AND EXHIBITION – November 11-16
Apply, M. Rodler, Medizinsche Austellungs – And Werbe-Gesellschoft, Vienna, Austria.

Delete – 1969

MUNICH: INTERNATIONAL CONTAINER EXHIBITION – Autumn

Amendments – 1969

HAMBURG: INTERNATIONAL BOAT SHOW – January
The dates of this event are January 23-29, 1969.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR
The dates are February 20-23, 1969 and September 12-14, 1969.

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – March 9-16, 1969
The date should be amended to read March 1-9.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20, 1969
The title of this event should be amended to read:

MUNICH: INTERNATIONAL FAIR OF HANDICRAFTS AND SMALL ENTERPRISES

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 19-27
The Board of Trade has been informed that this event will now take place from April 20-27.

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK)
The dates are May 10-16, 1969.

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR
The date of this entry should be amended to read October 13-17, 1969.

Additions – 1969

ZURICH: INTERNATIONAL TRADE FAIR FOR HIGH PRECISION TECHNIQUES, DIMENSIONAL MEASUREMENT AND CONTROL (MICROTECNIC 69) – January 30-February 4
Apply, AGIFA Ltd., P.O. Box 257, 8033 Zurich, Switzerland.

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – April 19-May 4
Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, SW7 (Tel. Knightsbridge 9628).

UTRECHT: INTERNATIONAL FEED MILLING MACHINERY EXHIBITION (VICTAM) – May 13-17
Apply, 'Victam' Foundation, General Secretariat, Rozenkransstraat 30, Venlo, Holland.

AMSTERDAM: INTERNATIONAL CONGRESS OF THE PRE-CAST CONCRETE INDUSTRY – May 17-23
Apply, Organisatie Bureau Amsterdam N.V., Postbus 7205, Amsterdam, Netherlands.

LUXEMBOURG: INTERNATIONAL TRADE FAIR – May-June
Apply, La Societe de la Foire, Internationale de Luxembourg, Avenue Victor Hugo, Case Postale 110, Luxembourg.

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – June 1-3
Apply, Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-Main, Kaisenstrasse 64.

DÜSSELDORF: INTERNATIONAL HOSPITAL EXHIBITION – June 19-25
Apply, John Buck (Trade Fair Agencies) Ltd., 44, Newman Street, London, W1 (Tel. 01-636 0325).

WIESBADEN: INTERNATIONAL MILLINERY FAIR (INTERHUT) – November 30-December 2
Apply: Internationalen Hutfachmesse für Grossisten, 6 Frankfurt-am-main, Kaisenstrasse 64.

Additions – 1970

HANOVER: HANOVER FAIR – April 25-May 3
*Apply, Schenkers Limited, Royal London House, 13 Finsbury Square, London, EC2 (Tel. Metropolitan 9711).

BASLE: EUROPEAN EDUCATIONAL EQUIPMENT EXHIBITION (DIDACTA)– May 28-June 1
Apply, Schweizer Mustermesse, Basle, Switzerland.

FRANKFURT: 16TH CHEMICAL ENGINEERING EXHIBITION AND CONGRESS (ACHEMA) – June 17-24
Apply, LEP Transport Limited, Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. Central 5050).

MUNICH: INTERNATIONAL CONTAINER EXHIBITION (CONTAINERISATION 70) – October 21-24
Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W1 (Tel. Hunter 1951).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendment – 1968

SEOUL (SOUTH KOREA): BOOK EXHIBITION
The Board of Trade has been informed that this exhibition will now take place in Spring, 1969.

Addition – 1968

BUENOS AIRES: MARINE EQUIPMENT EXHIBITION – December 1968-February 1969
Apply, The Organizing Commission, c/o The Commander-in-Chief, Argentine Navy, Buenos Aires.

Additions – 1969

ATLANTA: SOUTHEAST POULTRY AND EGG CONVENTION – January 27-29
Apply, R. H. Martin, Esq., 235, E. Ponce De Leon Ave., Decatur, GA.

ANAHEIM: NATIONAL ELECTRONIC PACKAGING AND PRODUCTION CONFERENCE NEP/CON WEST – February 11-13
Apply, J. H. Brown, Esq., National Exposition Co. 14W 40th Street, New York City, 10017.

ATLANTIC CITY: KNITTING ARTS EXHIBITION – April 28-May 2
Apply, Robert T. Kenworthy Inc., Eight Sixty-Six, United Nations Plaza, New York, NY 10017.

LAS VEGAS: AMERICAN INDUSTRIAL ARTS ASSOCIATION CONVENTION – May
Apply, American Industrial Arts Association, 1201, 16th Street N.W. Washington D.C. 20036.

Additions – 1970

MELBOURNE: INTERNATIONAL CONTROL ELECTRONICS, TELECOMMUNICATIONS AND AUTOMATION EXHIBITION – 'CETIA' – February 23-27
Apply, R. J. Glover, Esq., Executive Director CETIA Exhibition Administration, Box 3629, G.P.O. Sydney, N.S.W., Australia 2001.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1969

LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION
The dates of this event should be amended to read: March 4-29.

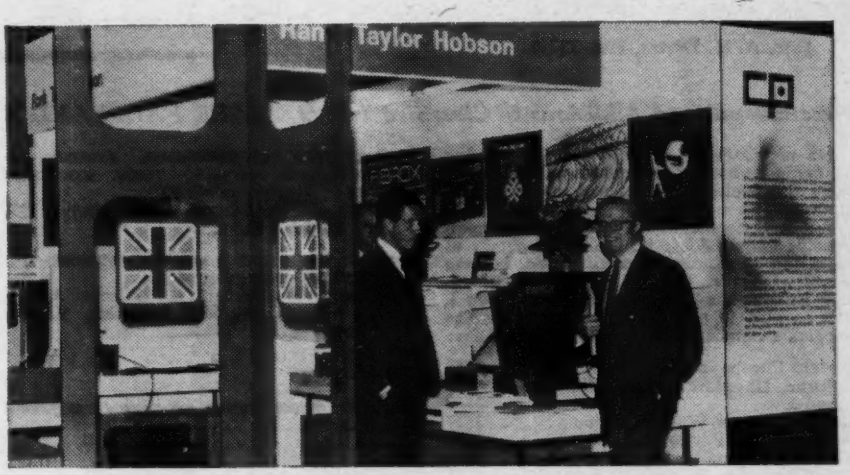
LONDON: BUSINESS EFFICIENCY EXHIBITION
The dates of this event should be amended to read: October 1-9.

Addition – 1969

BRIGHTON: THE INTERNATIONAL OCEANOLOGICAL EQUIPMENT AND SERVICES EXHIBITION – February 18-21. At Exhibition Halls
Apply, BPS Exhibitions Ltd., 6, London Street, London, W2 (Tel. 01-723 6672/3084).

Addition – 1970

LONDON: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – June 1-5. At Olympia
Apply, Mack-Brooks Exhibitions Ltd., 96, Hatton Garden, London, EC1 (Tel. 01-405 5171).



Mr. J. D. R. Burn of the British Consulate-General in Lyons visiting the stand of Messrs. Rank, Taylor, Hobson during the official opening of the International Plastics Exhibition, Oyonnax, on May 17.

49th
SWISS NATIONAL FAIR

"Comptoir Suisse"

LAUSANNE, September 7—22, 1968

Official foreign guests: Netherlands, Rumania

Leaflets obtainable from:

Swiss Embassy, 77-81 Gloucester Place, London, W.1

Swiss Consulate, Sunley Buildings, 18th floor, Piccadilly Plaza, Manchester 1

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

India and the United Arab Republic

THE GOVERNMENTS of India and the United Arab Republic have recently entered into a trade agreement which provides for trade exchanges between the two countries of Rs. 64 crores between July 1968 and June 1969; a substantial increase from the Rs. 55 crores of the previous year.

Whilst UAR exports to India still largely consist of cotton, rice and rock phosphate, India has agreed to carefully consider a new list of items proposed, which includes petroleum products, ethyl alcohol, and nitrocellulose.

On the Indian side, besides the traditional exports of tea, jute manufactures and tobacco, there are considerable quantities of new items such as steel, chemicals and dyestuffs, drugs and pharmaceuticals, paper and paper products, trucks chassis and spares, diesel engines, tyres and tubes, and ferro-manganese which are now being exported.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

Double taxation relief

THE BOARD of Inland Revenue has made the following announcements:

Antigua
An Order in Council relating to the Double Taxation Agreement with Antigua relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1096.

Cyprus
An Order in Council relating to the Double Taxation Agreement with Cyprus relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1097.

Dominica
An Order in Council relating to the Double Taxation Agreement with Dominica relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1098.

Gambia
An Order in Council relating to the Double Taxation Agreement with Gambia relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1099.

Luxembourg
The Double Taxation Convention with Luxembourg relating to taxes on income has now been published as the Schedule to an Order in Council numbered Statutory Instrument 1968, No. 1100.

Malawi
An Order in Council relating to the Double Taxation Agreement with Malawi relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1101.

St. Lucia
An Order in Council relating to the Double Taxation Agreement with St. Lucia relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1102.

St. Vincent
An Order in Council relating to the Double Taxation Agreement with St. Vincent relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1103.

Sierra Leone
An Order in Council relating to the Double Taxation Agreement with Sierra Leone relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1104.

Sweden
The Protocol to the United Kingdom – Sweden Double Taxation Convention has now been published as the Schedule to an Order in Council numbered Statutory Instrument 1968, No. 1105.

Zambia
An Order in Council relating to the Double Taxation Agreement with Zambia relating to taxes on income was made on July 12 and has now been published as Statutory Instrument 1968, No. 1106.

Parcel post to Ghana

THE GPO announce that they have been notified by the authorities in Ghana that delay in delivery of COD parcels and in settlement of the Trade Charges has been taking place because importers in that country are placing orders without first securing the necessary documents, or else do so in the hope of obtaining a licence or permit by the time the parcels arrive.

Senders of COD parcels to Ghana should therefore ensure, before posting, that the addressee has obtained from the Ministry of Trade, a foreign exchange licence to cover the amount of the Trade Charge. Without these licences such parcels cannot be delivered, and will eventually be returned to this country, involving senders in payment of return charges.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

Algerian Central Pharmacy:
(145/68) Dextran. August 30. E.S.B. 28629/68.*
(145/68) Surgical Equipment. August 30. E.S.B. 28960/68.
(147/68) Amiaophylline. August 30. E.S.B. 28965/68.*
(147/68) Heparine. August 30. E.S.B. 28970/68.*
(147/68) Humidifiers for Algerian Police Authorities. August 15. E.S.B. 29106/68.
(146/68) Musical Instruments for Ministry of Interior. August 15. E.S.B. 28903/68.
Ministry of Public Works and Buildings:
(147/68) Geological Drilling Surveys. August 24. E.S.B. 29104/68.
(147/68) Tools. August 24. E.S.B. 29105/68.

ANGOLA

(146/68) Road Maintenance Equipment for Angolan Highway Board. August 14. E.S.B. 28902/68.*

ARGENTINA

Servicios Electricos del Gran Buenos Aires:
(143/68) Distribution Boxes. August 21. E.S.B. 28440/68.*
(143/68) Cables. August 21. E.S.B. 28441/68.*

AUSTRALIA

(147/68) Bells and Buzzers for Deputy Assistant Director-General (Supply). September 5. E.S.B. 28955/68.
(147/68) Beacons, Flashes for Department of Civil Aviation. September 10. E.S.B. 28953/68.
Postmaster-General's Department:
(146/68) Television Translator Equipment. (Further Information.) Tender documents now available. E.S.B. 28043/68.*
(146/68) Telephone Equipment. August 22. E.S.B. 28920/68.*
(147/68) Radio Relay System. September 19. E.S.B. 28957/68.*
(147/68) Pumps for Snowy Mountains Hydro-Electric Authority. September 24. E.S.B. 29103/68.
(145/68) Railway Hopper Wagons for South Australian Railways. September 3. E.S.B. 28678/68.*
(146/68) Generator Transformer for Southern Electric Authority of Queensland. September 4. E.S.B. 28924/68.*
(146/68) Circuit Breakers for State Electricity Commission of Queensland. August 21. E.S.B. 28923/68.*
(147/68) Control Apparatus and Instrumentation for State Electricity Commission of Victoria. October 14. E.S.B. 28966/68.
(143/68) Rheostats for State Stores Board (Queensland). August 19. E.S.B. 28443/68.*

BURMA

Electricity Supply Board:
(143/68) Laboratory Testing Equipment; Grinding Machine; Switchgear; Street Lanterns. August 28. E.S.B. 28476/68.*
(144/68) Time Switches; Main Switches. August 27. E.S.B. 28478/68.*
(147/68) Storage Tank for Industrial Development Corporation. August 15. E.S.B. 28929/68.*
(147/68) Building and Workshop Materials for Ministry of Defence. August 30. F.S.B. 28931/68.*
(144/68) Sulphate of Alumina for People's Oil Industry. September 14. E.S.B. 28480/68.
Public Works Corporation:
(143/68) Pipes and Fittings; Valves and Taps. August 31. E.S.B. 28479/68.*
(147/68) Tippers; Water Bowzers. September 16. E.S.B. 28930/68.*
State Timber Board:
(146/68) Rulers. August 30. E.S.B. 28905/68.*
(146/68) Electrical Equipment. August 30. E.S.B. 28914/68.*
(146/68) Motors and Controls. August 30. E.S.B. 28915/68.*
(146/68) Welding Electrodes. August 30. E.S.B. 28916/68.*
(147/68) Hammers. August 30. E.S.B. 28921/68.*
(147/68) Tyres and Tubes. August 30. E.S.B. 28906/68.
(147/68) Screwdrivers. August 30. E.S.B. 28967/68.*
Union of Burma Railway Board:
(146/68) Arch Tubes. September 16. E.S.B. 28904/68.*
(146/68) Cylinders for Engines. September 18. E.S.B. 28917/68.*
(146/68) Buffers. September 18. E.S.B. 28918/68.*
(147/68) Axles for Locomotives. September 16. E.S.B. 28928/68.*

BRAZIL

(147/68) Capacitors for C.A.E.E.B. September 3. E.S.B. 28973/68.*

CANADA

(146/68) Motor Control Centres for Manitoba Hydro. August 22. E.S.B. 28679/68.*

CEYLON

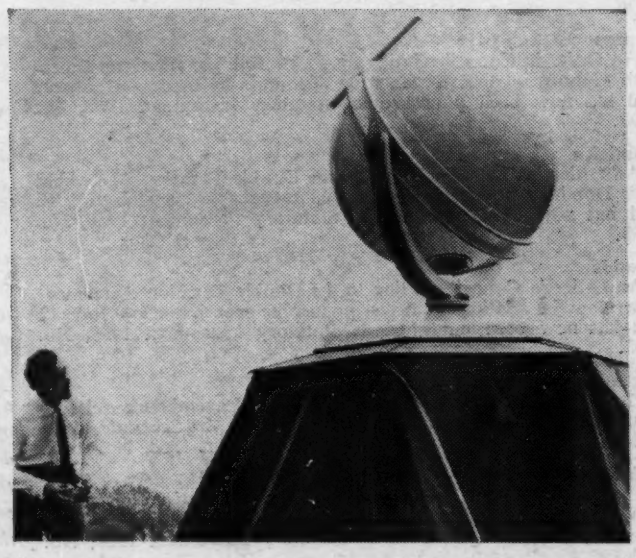
Eastern Paper Mill Corporation:
(146/68) Paper; Paper Board. August 24. E.S.B. 28688/68.*
(148/68) Starch, Resin. August 31. E.S.B. 29155/68.
(148/68) Cotton Yarn for National Textile Corporation. August 20. E.S.B. 29149/68.
(148/68) Steel; Valves and Valve Equipment for Paranthan Chemicals Corporation. August 27. E.S.B. 29162/68.
State Engineering Corporation of Ceylon:
(146/68) Packing Materials. August 19. E.S.B. 28681/68.*
(146/68) Generating Sets; Alternators. August 19. E.S.B. 28682/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

Using a tape-controlled automatic drilling machine for the production of a flight deck seat turntable for the Concorde at the Basildon factory of Teleflex Products Limited. The company is also supplying the complete crew seats fitted with inertia reel safety harness, in addition to cable tension regulators and other controls.



Plessey Radar – part of the Plessey Electronics Group – have announced the first order – valued at £50,000 – for their new WF3 windfinding radar, from the Australian Bureau of Meteorology. The picture shows the tripod mounted free standing version being sighted onto the target by an operator using the remote control unit.

CHILE

(144/68) Refrigerator Vehicles for Corporacion de Fomento de la Produccion. August 15. E.S.B. 28604/68.*

COLOMBIA

(145/68) Electric Cable for Central Hidroelectrica de Caldas "Chec". (Further Information.) E.S.B. 28033/68.*
(143/68) Telephone Equipment for Empresa Nacional de Communicaciones. October 14. E.S.B. 28494/68.

COSTA RICA

(144/68) Steel Shapes, Rails and Tubing for Costa Rican Electricity Authority. August 19. E.S.B. 28488/68.*
(147/68) Hospital Equipment for Departamento de Aprovisionamiento. Closing date August 17. E.S.B. 29101/68.*

ECUADOR

(143/68) Construction of Hospital for Ecuadorean Defence Board. September 10. E.S.B. 28463/68.

GREECE

(145/68) X-Ray and Dental Films for Institute of Social Insurance. September 19. E.S.B. 28637/68.*
Ministry of Commerce:
(145/68) Stamping Machines. (Further Information). E.S.B. 15986/68.
(145/68) Hospital Supplies. (Further Information.) E.S.B. 37830/67.*
(145/68) Generating Sets. August 21. E.S.B. 28638/68.*
(146/68) Kneading Chamber. (Further Information.) The closing date has been postponed to August 14. E.S.B. 13135/68.*
(146/68) Stamp Machines. August 28. E.S.B. 15276/68.*
(146/68) Weights. August 30. E.S.B. 28922/68.*
(145/68) Motor Control Apparatus for Public Power Corporation. August 30. E.S.B. 28630/68.

HONG KONG

Government Stores Department:
(147/68) Language Laboratory. Closing date August 30. E.S.B. 28946/68.*
(147/68) Electric Cookers. Closing date August 30. E.S.B. 28948/68.*
(147/68) Domestic Refrigerators for Tender Board. Closing date September 6. E.S.B. 28947/68.*

ICELAND

(145/68) Street Lighting Lamps for Reykjavik Purchasing Centre. August 13. E.S.B. 28495/68.*

INDIA

(148/68) Switchgear and Control Equipment for Assam State Electricity Board. September 9. E.S.B. 29140/68.
(148/68) Pump for Bhabha Atomic Research Centre. August 30. E.S.B. 28611/68.*
(145/68) Aluminium Plant Equipment for Bharat Aluminium Co. September 3. E.S.B. 28607/68.
(145/68) Safety Valves for Bharat Heavy Electricals Ltd. (Further Information.) Tender documents now available. E.S.B. 27501/68.*
(147/68) Power Plant Equipment for Bokaro Steel Ltd. August 23. E.S.B. 29139/68.
(147/68) Caisson Gates and Haulage Machinery for Commissioners of the Port of Calcutta. (Further Information.) The closing date has been postponed to August 26. E.S.B. 23624/68.*
Director General of Supplies and Disposals:
(143/68) Mercury Vapour Lamps. August 30. E.S.B. 28459/68.*
(148/68) Shell Core Blowing Machine; Sand Coating Plant. September 10. E.S.B. 29136/68.*
(146/68) Annealing Furnace for Durgapur Steel Plant. August 16. E.S.B. 28686/68.*
(144/68) Transformers for Gujurat Electricity Board. (Further Information.) It has now been reported that the transformers will be purchased from indigenous sources. E.S.B. 26440/68.
(147/68) Construction of Cold Chamber for Hindustan Aeronautics Ltd. (Further Information.) August 15. E.S.B. 26438/68.*
(146/68) Luffing Crane for Hindustan Shipyard Ltd. (Further Information.) The closing date has been postponed to August 12. E.S.B. 22082/68.*
(146/68) Bush Tuyere Jackets and Stack Cooling Plates for Hindustan Steel Plant. (Further Information.) Tender documents now available. E.S.B. 27484/68.*
(145/68) Explosive Accessories for Kolar Gold Mining Undertakings. August 26. E.S.B. 28610/68.
(146/68) Trailing Cable for National Coal Development Corporation Ltd. August 20. E.S.B. 28684/68.
(146/68) Telecommunications Equipment for Orissa State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 27483/68.*
(143/68) Steel Structures and Trestles for U.P. State Electricity Board. October 31. E.S.B. 28462/68.
(146/68) Air Compressors, Drives and Accessories for West Bengal State Electricity Board. September 2. E.S.B. 28685/68.

IRAN

Iranian Tobacco Monopoly:
(145/68) Insecticides. September 28. E.S.B. 28601/68.*
(145/68) Weighbridge. September 30. E.S.B. 28602/68.*
(146/68) Communications Equipment for National Iranian Steel Corporation. September 14. E.S.B. 28687/68.*

IRAQ

(148/68) Generating Sets for Ministry of Municipalities and Works. August 23. E.S.B. 29147/68.

IRISH REPUBLIC

(145/68) Slipway Winches for Irish Sea Fisheries Board. August 23. E.S.B. 28613/68.
(145/68) Water Supply Scheme for Monaghan County Council. August 23. E.S.B. 28606/68.

JORDAN

(146/68) Construction of Sewers for Amman Municipality. August 20. E.S.B. 28683/68.*
Jordan Petroleum Refinery Co. Ltd.:
(146/68) Pipe Fittings. August 20. E.S.B. 28691/68.*
(146/68) Siren. August 20. E.S.B. 28692/68.*
(146/68) Fire Protective Clothing. August 20. E.S.B. 28693/68.*
(146/68) Line Pipes. August 20. E.S.B. 28694/68.*
(146/68) Bolts, Nuts and Screws. August 20. E.S.B. 28695/68.*
(146/68) Valves. August 20. E.S.B. 28696/68.*
(146/68) Tube Bundle. August 20. E.S.B. 28697/68.*
(146/68) Hoses. August 20. E.S.B. 28698/68.
(146/68) Steam Traps. August 20. E.S.B. 28901/68.

KENYA

(147/68) Motor vehicle Workshop Equipment; Instruments; Tools for The International Labour Office. August 23. E.S.B. 29021/68.

KUWAIT

Ministry of Electricity and Water:
(145/68) Electric Fans; Heater; Cookers; Coolers. August 27. E.S.B. 28616/68.*
(145/68) Tractor Truck and Semitrailer. September 1. E.S.B. 28615/68.*

LIBYA

(145/68) Visual and Teaching Aid Equipment for Ministry of Education. August 19. E.S.B. 28643/68.

MALAYSIA

Director of Public Works:
(143/68) Water Meters. September 16. E.S.B. 28445/68.*

(Continued on next page)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors and provides a document-copying service. There are trade directories covering 150 countries and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (*Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

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Commonwealth Trading Bank of Australia

Chief London Office: 8 Old Jewry, London E.C.2
Head Office: Box 2719, G.P.O., Sydney, N.S.W., 2001, Australia

(146/68) Airfield Lighting System. September 9. E.S.B. 28646/68.*
(145/68) Water Treatment Plant for Jabatan Kerja Raya. September 4. E.S.B. 28647/68.*
(143/68) Trench Cutting Plant for Ministry of Agriculture and Co-operatives. September 16. E.S.B. 28446/68.*
(146/68) Footwear Manufacturing Equipment for Pengarah Kulitkraf Sendirian Berhad. October 1. E.S.B. 28680/68.*
(145/68) Switchboards for Pengarah Talikom Setor dan Workshop. (Further Information.) The closing date has been postponed to September 9. E.S.B. 27301/68.*
(145/68) Construction of Wharf Extension for Port Swettenham Authority. August 15. E.S.B. 28644/68
(146/68) Microwave Scheme for Telecommunications Dept. (Further Information.) The closing date has been postponed to September 9. E.S.B. 20385/68.*

MOROCCO

(147/68) Telecommunications Project for Service de L'Aeron Antique Civile. Closing date not stated. (Prequalification information.) E.S.B. 29108/68.

MALTA

Treasury:
(146/68) Earthenware Flower Pots. August 22. E.S.B. 28910/68.*
(146/68) Paper. August 22. E.S.B. 28911/68.*
(146/68) Typewriters. August 22. E.S.B. 28912/68.*
(146/68) Drugs; Chemicals. August 22. E.S.B. 28913/68.*
(147/68) Typewriters. August 29. E.S.B. 29107/68.

NEW ZEALAND

General Post Office:
(144/68) Alternators. August 20. E.S.B. 28606/68.*
(145/68) Level Tracer. August 22. E.S.B. 28689/68.*
(147/68) Permanent Way Materials for New Zealand Railways. September 3. E.S.B. 28974/68.*

NIGERIA

(146/68) Switchgear; Transformers for Electricity Corporation of Nigeria. September 25. E.S.B. 28927/68.

PAKISTAN

(147/68) Workshop Equipment for Railway Board. (Further Information.) The closing date has been postponed to August 21. E.S.B. 24713/68.*
(147/68) Drilling Rigs and Accessories for W.A.P.D.A. August 31. E.S.B. 28957/68.

PERU

(144/68) Cable; Electrical Accessories for Empresas Electricas Asociades September 3. E.S.B. 28475/68.*

PORTUGAL

Air Force Procurement Department:
(145/68) Starter Engine Spares. September 5. E.S.B. 28636/68.
(145/68) Vehicles. September 3. E.S.B. 28635/68.
(145/68) Water Bulk Tankers. September 3. E.S.B. 28633/68.
(145/68) Liquid Bulk Tankers. August 28. E.S.B. 28632/68.
(145/68) Vehicles. August 30. E.S.B. 28634/68.

SINGAPORE, REPUBLIC OF

(147/68) Surgical Dressings for Ministry of Health. August 19. E.S.B. 28945/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(146/68) Cotton Fabric. August 20. E.S.B. 28932/68.*
(147/68) Surgical Dressings. August 16. Tender documents now available. E.S.B. 28936/68.*
(143/68) X-Ray Equipment for HQ Natal Provincial Administration. August 14. E.S.B. 28220/68.*
South African Iron and Steel Industrial Corp.:
(148/68) Construction of Wire Galvanizing Lines. September 4. E.S.B. 29122/68.*
(148/68) Furnaces and Associated Equipment. September 30. E.S.B. 29137/68.*
State Tender Board:
(147/68) Pulse Echo Fault Locators. August 26. E.S.B. 29121/68.*
(148/68) Laboratory Equipment. August 26. E.S.B. 29128/68.* 29129/68* and 29130/68.*
(148/68) Laboratory and Workshop Equipment. August 26. E.S.B. 29138/68.*
(148/68) Front End Loaders. August 30. E.S.B. 29131/68.*
(148/68) Laboratory Equipment. August 26. E.S.B. 29127/68.*
(148/68) Fire Fighting Equipment. August 27. E.S.B. 29365/68.*
(148/68) Knapsack Pumps. August 27. E.S.B. 29367/68.*
(146/68) Operating Table for Tender Advisory Board, Natal Provincial Administration. August 21. E.S.B. 28908/68.*

SYRIAN ARAB REPUBLIC

(146/68) Copper Bars for Northern Zone Electricity Directorate. August 15. E.S.B. 28668/68.
(143/68) Electric Meters for Public Administration of Electricity. September 21. E.S.B. 28458/68.
(145/68) Hydrochloric Acid for Public Administration of Oil. August 21. E.S.B. 28676/68.
(143/68) Radio Equipment for Public Administration of P.T.T. September 3. E.S.B. 28457/68.

TAIWAN

Central Trust of China:
(146/68) Bag Cloth; Chemical Products. August 16. E.S.B. 28938/68.*
(146/68) Hospital Supplies. August 23. E.S.B. 28940/68.*
(146/68) Ultrasonic Flaw Detector. August 22. E.S.B. 28941/68.*
(146/68) Heater Tubes. August 22. E.S.B. 28942/68.*
(146/68) Valves. August 22. E.S.B. 28943/68.*
(147/68) Steel Plates and Shapes. August 26. E.S.B. 28899/68.*
(147/68) Fork-Lift Truck. August 15. E.S.B. 28937/68.*
(147/68) Polypropylene. August 23. E.S.B. 28939/68.*
(147/68) Noscapine Hydrochloride. August 21. E.S.B. 28979/68.*
(147/68) Transformers. August 19. E.S.B. 28980/68.*
(147/68) Protectors. August 19. E.S.B. 28981/68.*
(147/68) Silica Gel. August 26. E.S.B. 28932/68.*
(147/68) Telephone Testing Equipment. August 16. E.S.B. 28990/68.*
(147/68) Communications Equipment. August 22. E.S.B. 28991/68.*

THAILAND

(147/68) Suspension Sets for Metropolitan Electricity Authority. September 13. E.S.B. 28986/68.*
(147/68) High Vacuum Pump for State Railway of Thailand. August 21. E.S.B. 29333/68.
State Railway of Thailand:
(147/68) Conveyors. August 14. E.S.B. 28992/68.
(147/68) Plasticizer Fabric and Adhesive. August 14. E.S.B. 28993/68.
(147/68) Batteries. August 19. E.S.B. 28994/68.
(147/68) Copper Wire. August 15. E.S.B. 29279/68.
(147/68) Paint, Primer and Thinner. August 14. E.S.B. 29332/68.
(147/68) Gaskets, Asbestos and Lead Powder. August 14. E.S.B. 29332/68.
(147/68) Television Transmitting Station for Thai Television Company. (Further Information.) E.S.B. 46185/67.*

TUNISIA

(143/68) Wire Drawing Plant for Societe Tunisienne de Siderurgic. October 30. E.S.B. 28504/68.*

TURKEY

(144/68) Radio Communications System for Ankara Belediye Baskanligi. August 15. E.S.B. 28496/68.
(147/68) Electro-Hydraulic Steering Gear for Denizcilik Bankasi TAO. August 14. E.S.B. 28971/68.*
(144/68) Machinery and Equipment for Deniz Kuvvetleri Komutangligi. Closing date postponed to August 15. E.S.B. 23999/68.*
(147/68) Dogs; Vaccine for Jandarma Genel Komutanligi. August 28. E.S.B. 28814/68.*
(146/68) Annealing Furnace for Kara Kuvvetleri Komutanligi. August 30. E.S.B. 28674/68*
(148/68) Conveyor Belt Fasteners for Karayollari Genel Mudurlugu. August 22. E.S.B. 29289/68.*
(145/68) Coil Winding for Land Forces Command. August 26. E.S.B. 28500/68.
(145/68) Magnetic Disc Recorders for Malzeme Dairesi Baskanligi. September 9. E.S.B. 28498/68.*
(148/68) Telephone Equipment for PTT Genel Mudurlugu. September 27. E.S.B. 29288/68.*
(146/68) Medical Equipment for Sosyal Sigortalar Kurumu. September 10. E.S.B. 28575/68.*
Tekel Genel Mudurlugu:
(147/68) Aluminium Foil. August 12/19. E.S.B. 28963/68.*
(147/68) Carbon. August 14. E.S.B. 28964/68.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
(146/68) Pumps. (Further Information.) Tender documents now available. E.S.B. 16388/68.*
(146/68) Transformers. August 20. E.S.B. 29895/68.*

VENEZUELA

Venezuela Electricity Authority (CADAFA):
(147/68) Electromechanical Equipment. September 9. E.S.B. 28951/68.
(147/68) Hydrochemical Equipment. August 16. E.S.B. 28952/68.

VIETNAM

(147/68) Noodle Plant Equipment for Industrial Development Centre. October 5. E.S.B. 28985/68.*

ZAMBIA

Central Supply and Tender Board:
(143/68) Sewing Machines; Electric Motors. August 23. E.S.B. 28502/68.*
(143/68) Vests. August 23. E.S.B. 28503/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afars/Issas, Territory of the (formerly French Somaliland)
(145/68) Agency inquiry for beverages; biscuits; confectionery; foodstuffs; glassware. E.S.B. 28149/68.

Algeria
(147/68) Inquiry for cold storage, deep freeze and ice-making plant equipment; fish canning factory equipment; fish meal and fish oil factory equipment; refrigerated transport. E.S.B. 28865/68.

Australia
(144/68) Agency inquiry for electro-medical and dental equipment. E.S.B. 28268/68.
(145/68) Agency inquiry for industrial spray cleaners. E.S.B. 26031/68.
(144/68) Inquiry for cutlery; novelties and gadgets; ornaments. E.S.B. 25786/68.
(148/68) Inquiry for building industry products. E.S.B. 27608/68.

Australia – Waiver of British Preference
(144/68) Inquiry for bogie sets. E.S.B. A/30/68.
(144/68) Inquiry for gas turbine generating plant – further information. E.S.B. A/6/68.
(144/68) Inquiry for indicating control pyrometers. E.S.B. A/29/68.
(144/68) Inquiry for pumps. E.S.B. A/27/68.
(144/68) Inquiry for scaler driver. E.S.B. A/25/68.
(144/68) Inquiry for surge diverters. E.S.B. A/24/68.
(144/68) Inquiry for train lighting sets. E.S.B. A/28/68.
(144/68) Inquiry for video recorder. E.S.B. A/26/68.
(146/68) Inquiry for aminoethylethanolamine. E.S.B. S/33/68.
(146/68) Inquiry for monoisopropanolamine. E.S.B. S/32/68.
(146/68) Inquiry for packeting machine. E.S.B. S/31/68.
(146/68) Inquiry for voltage regulators. E.S.B. A/31/68 and E.S.B. A/32/68.
(147/68) Inquiry for cable. E.S.B. A/33/68.
(147/68) Inquiry for chemicals. E.S.B. S/34/68 and E.S.B. S/35/68.
(147/68) Inquiry for collating machine. E.S.B. P/2/68.
(147/68) Inquiry for metal plates. E.S.B. P/1/68.
(147/68) Inquiry for scaring machines. E.S.B. M/32/68.

Austria
(147/68) Agency inquiry for packaging fabrics. E.S.B. 28720/68.

Bahamas
(144/68) Inquiry for pesticide application equipment. E.S.B. 24841/68.

Barbados
(145/68) Agency inquiry for cabinets, car tools; catering equipment; detergents; garage equipment; incinerators; refrigeration equipment; sanitary ware; vending machines. E.S.B. 27776/68.

Bolivia
(143/68) Inquiry for chocolate producing machinery; cocoa butter extraction machinery. E.S.B. 28573/68.
(144/68) Inquiry for confectionery machinery; essences; moulds. E.S.B. 28555/68.

Brazil
(144/68) Inquiry for packaging machinery. E.S.B. 28530/68

Canada
(145/68) Agency inquiry for disinfectant metering devices; hand sprayers. E.S.B. 24820/68
(143/68) Inquiry for pocketing fabrics. E.S.B. 25448/68.
(145/68) Postal Strike. E.S.B. 70/G/3.
(147/68) Inquiry for galvanized electric conduit. E.S.B. 28785/68.

Central America
(145/68) Central American Economic Integration. Economic Stabilization Protocol. E.S.B. 1209/G.

† For further details of the 'Export Service Bulletin' see page 338.

Ceylon
(147/68) Inquiry for footwear machinery. E.S.B. 28816/68.

EFTA Countries
(143/68) 'Using EFTA' E.S.B. 1209/G.

Finland
(146/68) Agency inquiry for chicken grills; food and drink vending machines; soap dispensers; towel cabinets. E.S.B. 2281/68.
(148/68) Agency inquiry for door locks; door and window fittings and mountings. E.S.B. 21004/68.

France
(143/68) Agency inquiry for art and educational materials; stationery. E.S.B. 27995/68.
(145/68) Inquiry for dryers; heaters; incinerators. E.S.B. 28833/68.
(145/68) Import procedure for iron and steel products. CRE 8193/G.
(147/68) Inquiry for electronics equipment; floor coverings; hand tools; industrial coatings; radar and road traffic equipment. E.S.B. 28586/68.

Germany, Federal Republic of
(143/68) Agency inquiry for cocoa, fruit. E.S.B. 28284/68.
(143/68) Agency inquiry for motor car and heavy vehicle accessories. E.S.B. 28168/68.
(144/68) Agency inquiry for women's clothing. E.S.B. 28256/68.
(147/68) Agency inquiry for dry cleaning machinery; laundry machinery and accessories. E.S.B. 28888/68.
(147/68) Agency inquiry for lace. E.S.B. 28216/68.
(146/68) Agency inquiry for shoe upper materials. E.S.B. 28559/68.
(145/68) Inquiry for aluminium slugs for collapsible tubes. E.S.B. 28755/68.
(147/68) Inquiry for air conditioning accessories; boilers; central heating pumps; radiators. E.S.B. 28887/68.
(147/68) Inquiry for car accessories. E.S.B. 27029/68.
(147/68) Inquiry for medicines nystatine; syringe; thermometers; vitamins. E.S.B. 28777/68.

Ghana
(145/68) Inquiry for textile fabrics. E.S.B. 27296/68.
(147/68) Inquiry for plumbing fixtures; sanitary ware. E.S.B. 27994/68.

Greece
(146/68) Agency inquiry for hospital equipment and machinery. E.S.B. 27943/68.

Guyana
(144/68) Agency inquiry for cosmetics; foodstuffs; hardware. E.S.B. 24350/68.
(145/68) Inquiry for cold storage unit; scales; tripe processing equipment. E.S.B. 28394/68.
(145/68) Inquiry for slicing, weighing, and wrapping machinery. E.S.B. 28542/68.

Hong Kong
(144/68) Inquiry for disposable surgical products; tubes. E.S.B. 27992/68.
(145/68) Inquiry for cellulose wrapping. E.S.B. 28821/68.
(147/68) Inquiry for rubber sheeting for rubber stamps. E.S.B. 29004/68.

Irish Republic
(147/68) Inquiry for men's clothing. E.S.B. 28815/68.

Israel
(145/68) Inquiry for catering equipment. E.S.B. 28758/68.
(145/68) Inquiry for heaters. E.S.B. 28843/68.

Italy
(144/68) Agency inquiry for boilers; burners; valves. E.S.B. 28380/68.
(144/68) Agency inquiry for foodstuffs. E.S.B. 28187/68.
(146/68) Agency inquiry for gift articles; toys; trinkets. E.S.B. 26567/68.
(144/68) Inquiry for resins. E.S.B. 28194/68.
(146/68) Inquiry for leather watch straps. E.S.B. 22807/68.
(147/68) Inquiry for automatic coils handling equipment; steel coils. E.S.B. 29261/68.
(147/68) Inquiry for copper; electric welding equipment; steel bars and coils; mechanical testing equipment. E.S.B. 29025/68.
(147/68) Inquiry for crane and excavator components. E.S.B. 28808/68.
(147/68) Inquiry for machine tools. E.S.B. 29262/68.
(147/68) Inquiry for slaughterhouse and refrigeration equipment. E.S.B. 27921/68.
(147/68) Inquiry for spring steels. E.S.B. 28875/68.
(147/68) Inquiry for tools. E.S.B. 29029/68.
(147/68) Inquiry for tool bits. E.S.B. 28390/68.
(147/68) Inquiry for water purification equipment. E.S.B. 29076/68.

Japan
(144/68) Agency inquiry for oil pressure pumps. E.S.B. 27043/68.
(143/68) Inquiry for pipe imperfection detecting equipment; pipeline welding equipment. E.S.B. 27431/68.

Jordan
(148/68) Inquiry for citric acid; sisal ropes; yeast. E.S.B. 29263/68.

Kenya
(143/68) Inquiry for flanging machinery; pipe bending machinery; welding machinery. E.S.B. 27731/68.

Kuwait
(144/68) Market report on air conditioning equipment (domestic and central). E.S.B. 28192/68.

Lebanon
(143/68) Agency inquiry for tubes. E.S.B. 10159/68.

Liberia
(147/68) Inquiry for frozen and canned food; liquid milk. E.S.B. 28229/68.

Libya
(144/68) Agency inquiry for tyres. E.S.B. 28226/68.

Luxembourg
(143/68) Inquiry for electrical equipment and appliances. E.S.B. 27769/68.
(147/68) Inquiry for axles. E.S.B. 28589/68.

Malaysia/Singapore, Republic of
(146/68) Special Aid. E.S.B. 28858/68.

Malta
(143/68) Agency inquiry for canned soup and fruit. E.S.B. 27808/68.
(144/68) Agency inquiry for cosmetics; pharmaceuticals; toiletries. E.S.B. 24271/68.

Mauritius
(145/68) UK aid to developing countries. GD4627/G.

Mexico
(144/68) Agency inquiry for lathe chucks. E.S.B. 28536/68.
(144/68) Inquiry for steel products. E.S.B. 28327/68.

Morocco
(143/68) Inquiry in respect of establishment of eucalyptus oil and briar wood factories. E.S.B. 28257/68.

New Zealand
(145/68) Inquiry for bottle openers, clock parts, knife parts. E.S.B. 28834/68.

Nicaragua
(145/68) Economic Stabilization, Internal Consumption, Sales and Excise taxes. E.S.B. 1209/G.

Nigeria
(143/68) Inquiry for boots; cloth for uniforms; tarpaulin. E.S.B. 28299/68.

Norway
(146/68) Inquiry for spanner. E.S.B. 28565/68.

Pakistan
(144/68) Agency inquiry for chemicals; electrical equipment; fertilizers; pesticides and insecticides. E.S.B. 27903/68.

Philippines, Republic of the
(148/68) Inquiry for jute bag machinery. E.S.B. 29246/68.

Portugal
(145/68) Agency inquiry for thread cutting materials. E.S.B. 28743/68.
(143/68) Inquiry for hospital furniture. E.S.B. 28392/68.

Saudi Arabia
(145/68) Agency inquiry for cigarettes. E.S.B. 27665/68.

Singapore, Republic of
(146/68) Agency inquiry for combs. E.S.B. 28828/68.
(147/68) Agency inquiry for greeting cards. E.S.B. 28844/68.
(146/68) Inquiry for concrete mixing plant; felts; glass; lifts; piling driving plant; pipes; taps. E.S.B. 28819/68.

South Africa
(148/68) Agency inquiry for packaging equipment. E.S.B. 28385/68.
(144/68) Manufacture under licence – industrial incinerators. E.S.B. 45866/67.
(147/68) Inquiry for automotive industry products. E.S.B. 27492/68.

Surinam
(146/68) Agency inquiry for glassware; novelties; pet foods and medicines; silverware; sports goods; toys and games. E.S.B. 21798/68.
(143/68) Inquiry for boiler; corrugating machinery; press cutting machine. E.S.B. 28515/68.

Sweden
(146/68) Inquiry for pleasure craft and control equipment. E.S.B. 28759/68.
(147/68) Inquiry for astrakhan plates; suede piece goods. E.S.B. 29022/68.

Switzerland
(146/68) Agency inquiry for chemicals. E.S.B. 25125/67.
(144/68) Inquiry for souvenir articles; tobacconist's requisites; toys. E.S.B. 28726/68.
(145/68) Inquiry for car accessories car tools and equipment. E.S.B. 28822/68.
(147/68) Inquiry for chain; garden tools; motor mowers. E.S.B. 28848/68.

Thailand
(147/68) Agency inquiry for cranes; road construction equipment. E.S.B. 28672/68.

Tunisia/Bulgaria
(143/68) Trade Agreement. E.S.B. 1209/G.

Turkey
(145/68) Agency inquiry for animal feed and feed plant; construction equipment; fertilizers; minerals for the steel industry. E.S.B. 27948/68.

Uganda
(144/68) Inquiry for carpets. E.S.B. 28333/68.

United States of America
(147/68) Agency inquiry for record changer; tape recorder. E.S.B. 24635/68.
(143/68) Inquiry for steel. E.S.B. 28302/68.
(147/68) Inquiry for hydraulic equipment. E.S.B. 29202/68.
(147/68) Inquiry for multi-coloured transfers. E.S.B. 28825/68.
(147/68) Inquiry for office requisites. E.S.B. 29031/68.
(148/68) Inquiry for brass plated steel. E.S.B. 29264/68.
(146/68) Market report on machine tools. E.S.B. 25350/68.
(144/68) I.E.E.E. Convention and Exhibition. E.S.B. 28379/68.

Various
(146/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the June 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page xxiii of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

European Middle-east tour

FROM August 1, Horley Dumpers Ltd., became responsible for export sales of equipment manufactured by R. Smith (Horley) Ltd. of Horley, Surrey. Mr. F. J. Kenney, newly appointed sales director, has in the past few months conducted a successful trial export campaign and, as a result, is now negotiating orders valued in excess of £1,000,000. In the next two months, his export programme will include personal sales visits to Spain, Italy, and Portugal; Norway and Denmark; Turkey, Iran, Syria, Iraq and Saudi Arabia – followed by 10 days in Yugoslavia during the Zajabria Fair. This will be the first time that the British-made Goose 8 self-loading scraper has been shown to any Soviet-bloc country.

African and Greece visit

MR. PETER GLOVER, assistant general export sales manager of BSA Motor Cycle Division, Birmingham who has just returned from a sales tour of East Africa, Zambia, Ethiopia and Greece, said that in Kenya he found the 175 c.c. Bushman motorcycle had been adopted by the Veterinary Service who had named the machine 'two wheeled Land Rover' and found the model ideal for use over rough terrain upcountry. He reported that further consignments of these models were currently being despatched for use by the Service, and other similar organizations, while in other spheres of BSA business in those countries he visited, there was a growing trend towards sales of bigger capacity machines – particularly as far as Police Forces were concerned. This was especially true of BSA's 500 and 650 cc Police Specials, which were selling in increasing numbers. In many other markets he found an encouraging growth trend in the civilian sector.

Mediterranean tour

MR. G. W. NOSOTTI, export director, William R. Warner and Co. Ltd., Eastleigh, Hants., is currently visiting Malta, Gibraltar, Cyprus and Libya to discuss with distributors and agents immediate promotional schemes for an established range of lay and ethical pharmaceuticals.

Luggage handling tour of US

MR. R. F. UPTON, sales director of Sovex Ltd., mechanical handling engineers of Erith, Kent, has left for Canada and the United States on a tour to promote sales of the company's new Carousel 70 S mechanical baggage handling equipment for airports. The product has been developed to meet the need for increased luggage handling facilities arising from the near future introduction of large, fast flying passenger aircraft. The new equipment is claimed to save operator's costs and provides safe and simple handling of large quantities of passenger luggage of all descriptions.

During the tour, Mr. Upton will visit Montreal, Toronto, Chicago, Miami, Los Angles, and will have discussions with Pan American World Airways, Trans-World Airlines Inc., American Airlines Inc., Eastern Air Lines Inc., and United Air Lines Inc.

Coach sales tour of Eastern Europe

THE first tour of Eastern Europe by their demonstration coach has just been arranged by John Davis & Son (Derby) Ltd., manufacturers of control and communications equipment, to coincide with the British Industrial Exhibition to be held in Bucharest from October 17-27. Equipment and display material will be transported in the coach to Rumania and assembled on the stand the firm has taken at the exhibition. After the exhibition the equipment will be re-displayed in the demonstration coach which will make a tour of Rumanian and Hungarian coalfields.

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GLASGOW AIRPORT	Cargo Terminal No. 1, Glasgow Airport, Abbotsinch, Paisley.	041-887 2181
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LIVERPOOL AIRPORT	Room 21, Terminal Building, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennel Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 1861
NEWCASTLE-UPON-TYNE	"D" Floor Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Disposable surgical equipment for 23 countries

Steriseal Ltd., of Studley, Warwickshire, a division of Needle Industries Ltd., manufacturers of sterile disposable syringes, announce that their needles, forceps and syringes are currently being exported to 23 countries.

Following a general reorganization, the company changed from making the barrels and plungers of their syringes from poly methyl methacrylate to Monsanto Lustran SAN styrene acrylonitrile plastic. The company reports that now a steadily increasing percentage of its annual production of many millions of Ministry of Health approved syringes is exported to markets including Australia, Canada, Belgium, Switzerland, The Federal German Republic and the Netherlands.

EEC's overseas orders

The Niger Dams Authority, Lagos, Nigeria, has awarded The English Electric Company a £100,000 contract for switchgear for the new Kaduna main substation being built by the Electricity Corporation of Nigeria.

Specifically designed for the export market, 57 English Electric Frame 'S' air-blast circuit breakers are on order for, or in service with, overseas electricity supply authorities in Nigeria, Venezuela, New Zealand and South Africa.

Exports to Papua and New Guinea

The Meter, Relay and Instrument Division of English Electric Co. Ltd. at Stafford has won its first meter order from the Papua and New Guinea Electricity Commission. Worth £4,500, it is for 1,500 single phase meters with magnetic suspension for household purposes.

Further order from USSR

Rotaprint have received a second addendum to the order for small offset lithographic printing machines placed by the USSR. This is for a total of 19 machines – 17 R30/90, single colour and two R95/2C, two colour machines. This brings the total to 39 machines ordered this year and stems from the initiative taken by Rotaprint in exhibiting in two major exhibitions in Moscow, and the follow up by Rotaprint's Eastern European representative.

£10,000 sugar equipment order

The Irish Sugar Company has placed an order for 30 sugar beet cleaner-loaders with Root Harvesters Ltd. of Peterborough, with an option to purchase a further 20. The order, worth £10,000, is the largest single order ever received by the company.

It brings Root Harvesters' export sales for the first half of 1968 to 50 per cent more than for the whole of 1967, a year in which the company increased its export sales by 400 per cent on the previous 12 months.

Eurographic's export projects

Eurographic Ltd. of Hull, announce that recent projects include work in the United States, USSR and a number of South American republics as well as in Europe. More than 55 per cent of their work is for overseas, and for Europrint Ltd., their associate technical consultancy for the printing, packaging and allied industries, more than 90 per cent of their work is for overseas countries.

Printing press drives orders

Two export orders for thyristor systems to control printing presses have been received by English Electric's control gear division at Kidsgrove, Staffs., and are together worth £35,000. These systems give precise control of the high speed presses now being installed, from the low setting up speeds to run-up to full output. The first order is for a 150 h.p. thyristor controller to be installed at the Ambassador College press at Pasadena, California. The second order is for ten-65 h.p. thyristor controllers to be installed at Aktuelt Daily Newspapers' Copenhagen office.

Third ship for Greek owners

Another British-designed Liberty-replacement ship was launched at Sunderland recently at the yard of Bartram & Sons, Ltd., for the Alafouzos Shipping Co., Ltd., Piraeus, and was named 'Capetan Giannis' by Mrs. Alafouzos, wife of the owner. It is expected the vessel will be completed at least four weeks before the contract date. The 'Capetan Giannis' is the third SD.14 to be built by Bartram's. Computerized network analysis systems employed by the shipbuilders permit close production control at all stages of construction, and the two SD.14's already completed were delivered one month and six weeks early respectively. These ships were also for Greek owners.

Motoring accessories sale in 90 countries

Wipac Group Sales Ltd., Buckingham, manufacturers of stainless steel fog and spotlamps and other motoring accessories, have received large export orders from the Far East, South America and parts of Africa. The Wipac distributor for Malaysia and Singapore has reported that, since devaluation, the British lamps are now among the best sellers in this very competitive market. An order for hundreds of fog and spotlamps has been received from Angola, West Africa, and Wipac oil and air filters are selling well in Venezuela and Trinidad.

Over 50 per cent of the company's products are now exported to more than 90 different countries, either as direct exports or as standard equipment on all leading British made cars.

Twenty-five per cent of turnover exported

Edward Pryor & Son Ltd., the Sheffield marking device specialists, sold over 25 per cent of their total turnover in overseas markets during the 1967/68 financial year. As part of the policy of export growth, the company are inviting representatives from all their 28 overseas agents to visit the Sheffield headquarters. Already this year agents from Denmark, Sweden, South Africa, France and Holland have made the trip to discuss and advise on how Pryor's can further increase their export business.

Mini-locos for Ghana mines

A 'mini-loco' designed by Motor Rail Ltd., of Bedford, specifically for operation in mines with narrow tunnels and galleries has won an initial order, worth more than £18,000, from the nationalized State of Ghana Gold Mine at Tarkwa. The order is for 15 of the new series G locomotives which are approximately half the size of Motor Rail's Simplex industrial loco.

(Orders continued on page 347)

Wright Rain Limited, the Queen's award-winning Hampshire irrigation firm, announce that they have won a £182,000 contract for supplying and installing sprinkler irrigation equipment for the Sugar Corporation of Malawi Limited. Picture shows a site crew laying 24in. diameter asbestos cement underground main on Sucoma Sugar Estates.

Mr. Norman Klebanow (right), chairman and president of The Longacre Press Inc., New York, recently flew to the Cosmocord plant at Waltham Cross to confirm his company's first order for the new Cosmocolor 5/90 colour reproduction system. His visit was a result of the recent promotional tour of the United States made by Mr. Gordon Allen (left), Cosmocord's managing director. The tour was backed up by a colour film about the Cosmocolor system made by the Col, which was shown on all colour television networks throughout the United States. Representatives of other United States printing companies are also due to visit Cosmocord in the near future.

The Board of Trade

Export Service Bulletin

posted direct to subscribers daily, Monday to Friday inclusive, provides up to the minute information.

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A Quarterly Supplement 'World Economic Comments' is also published. This gives short summaries of the general economic and commercial climate in most world markets.
Special supplements devoted to particular countries are also published from time to time.

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Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1966/67 was £1,683,000,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London E.C.2 (Tel. 606 6699) The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164,

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812,

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615,

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1. Tel. 01-437 2292 (Code: 01-437 2292) Telex 24105,

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, 49-51 Goldington Road, Bedford. Tel. Bedford 58798. (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
J. J. Brown, 7 Donegall Square West, Belfast. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, Britannia House, Bridge Street, Bradford. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street, Bristol, 1. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, Borden House, 36 Spencers Road, West Green, Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

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Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. K. Sedman, Number One Old Hall Street, Liverpool 3,
Tel. Central 5756 (Code: 051-236 5756) Telex 62537.

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The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
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Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
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Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305,

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, Equitable House, Old Market Square, Nottingham. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
J. G. M. Cochrane, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. Tel. Plaza 2-8400.

Britain equips building materials testing laboratory for Abu Dhabi

A £35,000 contract for equipping a new building and civil engineering materials testing laboratory for the Public Works Department of Abu Dhabi has been awarded by the Crown Agents in London to Engineering Laboratory Equipment Limited, an associate company of the Mowlem Group, of Rickmansworth, Herts. The layout of the laboratory was prepared in conjunction with the Advisory Services Department of the Crown Agents and ELE Limited will send out a specialized team to supervize the installation and testing of the equipment on site.

£157,000 New Zealand contracts

Telecommunications equipment worth £157,000 is to be manufactured and supplied to New Zealand under contracts placed with Automatic Telephone & Electric Company, part of Plessey Telecommunications Group, Liverpool, by the New Zealand Post Office. The major contract is for the supply of unit automatic exchange equipment (UAX) for the Auckland, Wellington, Christchurch, and Dunedin areas of New Zealand. Plessey will also produce a second extension to the Waimate Central telephone exchange in the North Island of New Zealand.

£780,000 vehicles order

Orders from South Africa, France, Australia and Belgium for commercial vehicles and diesel engines, worth a total of £780,000 have been received within the space of two weeks by AEC Ltd., of Southall. The largest order, for 148 trucks, is from South Africa. The vehicles are being shipped out in knocked-down form for assembly at the Corporation's Durban plant.

Fibreboard cases for USSR

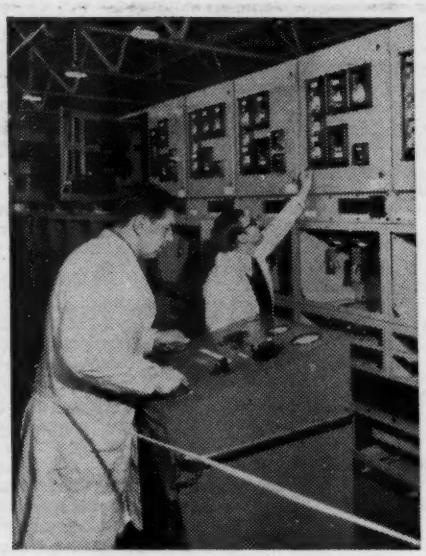
During the first few days of July a consignment of corrugated fibreboard cases in the flat left Goose Green, Wigan, factory of Reed Corrugated Cases Ltd., for the Russian town of Mogilev, near Minsk. The specially-produced cases, which will be crated for shipment to Russia, were ordered from RCC by Dobson & Barlow Machinery Sales Ltd., of Oldham, as members of Polyspinners Ltd., a consortium of three leading British companies which in 1964 gained a contract for constructing and equipping a polyester fibre manufacturing plant at Mogilev.

Export increase

An overall increase of nearly 25 per cent in exports in the first five months of this year compared with the corresponding period in 1967 – in some markets the increases range from 37 per cent to 100 per cent – is recorded by Johnson & Slater Limited, the sanitaryware manufacturers of Queenborough, Kent, and Stoke-on-Trent, Staffs. Orders so far this year include sanitaryware for a housing project in Hong Kong, a block of holiday flats in Gibraltar and a luxury hotel in Mombasa. Mr. T. J. A. Carter, export sales manager, has recently returned from a sales trip to the Middle Eastern and Mediterranean countries and further orders are expected.

'Most significant success'

Although Crown Luggage Co. Ltd., a division of S. Noton Ltd., Walthamstow, London, export to almost 60 countries and in five years have increased their sales abroad by 55 per cent., they have now achieved what they regard as their most significant success yet by selling Crown moulded suitcases to Japan. Orders have built up considerably in the last 12 months, so much so that the company anticipate that Japan will shortly become one of their largest export markets outside Europe. Success in the Far East follows progress in West Germany and Italy.



Part of a £1 million contract placed with Brefcon International to supply steam raising plant and electrical equipment for Yugoslavia's new Pancevo Refinery, these English Electric E-type industrial switchboards are now being commissioned at site. This equipment was supplied by English Electric's Distribution Switchgear Division, Liverpool, where it is seen being tested before despatch.

Plant for Thailand steelworks

A £200,000 contract for new plant which will include a 30-ton direct arc melting furnace for producing low carbon steel, at a new steelworks to be erected in Thailand has been awarded to Birlec Ltd., of Aldridge, Staffordshire.

First order from US

A $156,000 contract for the supply of manually-operated and motor-operated isolating switches, for extensions to the power network operated by the Bonneville Power Administration of Portland, Oregon, United States, has been awarded to Switchgear & Equipment Ltd., of Banbury, Oxfordshire. This is the first major North American order obtained by Switchgear & Equipment, who recently stepped up their overall export effort throughout the western hemisphere. Successes achieved include a £36,000 order for high-voltage isolators from EDELCA of Venezuela, negotiated through English Electric last autumn, and a £171,000 order for similar isolators from Central Electric de Furnas S.A., of Brazil, negotiated through AEI earlier this year. The new American contract was obtained directly by Switchgear & Equipment as contractors to Bonneville Power.

EEC's £7.6 million order

English Electric have been awarded an order worth £7.6 million to supply the rolling mill electrical equipment for an integrated steel works on the north coast of Spain at Gijon. The order was placed by Uninsa (Union de Siderurgian Asturianas S.A. of Madrid), and was the result of a joint bid by English Electric, GEC-AEI and Cenemesa of Spain. English Electric is also taking responsibility for part of the civil work, for the design and supervision of the foundations for the electrical equipment, and this will be done by Taylor Woodrow.

The plant will cost a total of £120 million and the first stage of production will be about 1¼ million ingot tons a year.

Tanker cargo control

Whessoe have recently obtained a £12,000 order for cargo handling equipment on Hull 518, currently being built at Kockums Mekaniska Verkstad, Malmo, Sweden. This vessel, a tanker of 210,000 tons d.w., has been ordered by Salenrederierna A/B and is due for delivery in mid-1969. This is the third ship ordered by Salenrederierna A/B from Kockums in the last 18 months to be fitted with Whessoe cargo handling equipment.

US TV feature UK films

An American TV station has commissioned a series of one-hour films about British technology for screening in Los Angeles and subsequent syndication to the main industrial centres throughout the United States. The films are the work of Gazelle Film Productions Ltd., of Bristol. The latest in the series, on British hovercraft looks at the several types of machine in service and in development, and features interviews with designers and operators and with the architects and engineers of hoverports.

Floor cleaners for USSR

An order for nine all-British fully-automatic floor cleaners of high capacity has been placed with Izal Limited, part of the Newton Chambers Group, by the Russian State import organization V/O Machinoimport. Izal's success comes within weeks of the new model – the Pandamatic battery-operated scrubbing and cleaning machine – going on display at a Moscow trade fair.

85 per cent of production exported

The Vickers-owned R. W. Crabtree Group of Companies has made its first breakthrough in the Japanese market with its high-speed Crabtree Marquess metal decorating presses. It has secured orders totalling about £50,000 for three presses and four automatic sheet metal feeders from Matsumoto Kinzoku Kogyo Company of Osaka. All the machines will be built at the Bren works of one of the Crabtree Group's member companies, R. W. Crabtree and Sons, on the Team Valley industrial estate at Gateshead.

The plant, which employs more than 500 people, is already heavily geared to exports and, in 1967, sent about 85 per cent of its production of metal decorating presses overseas.

Electrode plant for Poland

The British Oxygen Co. Ltd., has secured a six figure contract to supply a Polish factory with a complete production line for the manufacture of welding electrodes. It is believed to be the first United Kingdom electrode plant in eastern Europe. The plant will be installed at the Huta Baildon steel works, Katowice, which was founded by the Scottish engineer Sir John Baildon in the early 19th century.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export Staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Taxation in the EEC

THE *Board of Trade Journal* dated May 31, 1968, page 1689 contained an announcement about a third Proposed Directive concerning the harmonization of Member States legisation relating to turnover taxes and the common method of application for added value tax to transactions concerning agricultural products. An unofficial translation of this Proposed Directive is now available on application to the address given below.

The same notice also referred to Directive 68/221/CEE which sets up the common method for the calculation of the average rates referred to in Article 97 of the Treaty of Rome. A translation of this Directive is given below. Readers are reminded that the translation of this and the above Proposed Directive must not be treated as official or authentic texts. The texts of these documents are official only in the French, German, Italian and Netherlands languages.

Council directive

of April 30, 1968

instituting a common method for calculation the average rates specified in Article 97 of the Treaty

(68/221/CEE)

THE COUNCIL OF THE EUROPEAN COMMUNITIES

having regard to the Treaty setting up the European Economic Community, and in particular Articles 99 and 100 thereof,

having regard to the decision of June 21, 1960 taken by the representatives of the Governments of Member States meeting within the Council,

having regard to the Commission's proposal,

having regard to the opinion of the Assembly,

having regard to the opinion of the Economic and Social Committee,

whereas since the entry into force of the Treaty, fixing of the average rates specified in Article 97 to compensate the burden represented by turnover taxes levied according to the cumulative cascade system has constantly raised difficulties affecting the efficient working of the Common Market, and this unfavourable effect is increasing progressively with the disappearance of Customs duties within the Community;

whereas the readjustments of compensatory taxes and drawbacks to be undertaken are purely intended to insure greater equality of basis in the present system of cumulative cascade turnover taxes in international trade and must thus lead up to a common system of tax on value added in the best possible conditions, and these readjustments therefore fulfil the criteria laid down in the decision of June 21, 1960, taken by the representatives of the Governments of Member States, meeting within the Council;

whereas the difficulties mentioned above result particularly from the difference in the methods used by Member States in calculating these rates;

whereas it is therefore in the interest of the Common Market to harmonise these different methods for the period up to the introduction of the tax on value added in all Member States, by adopting reasonable common rules for calculation, ensuring the observance of the limits stipulated by Article 97 of the Treaty and allowing for the regulation of the average rates thus obtained;

whereas to take account as far as possible of current manufacturing conditions, both for products and groups of products, such rules must provide for a weighting of the taxation system;

whereas such rules must leave Member States the option of resorting to certain standard evaluations;

whereas it is appropriate to authorise the Commission to specify the procedures for applying the common method of calculation by means of directives adopted after consultation with Member States;

whereas in order to facilitate the Commission's task of ensuring the observance of the limits stipulated for these average rates, it is necessary to specify that Member States shall on their own initiative submit to the Commission calculations drawn up according to the common method before introducing or modifying an average rate.

HAS ADOPTED THIS DIRECTIVE:

Article 1

1. Where pursuant to Article 97 of the Treaty, a Member State institutes or modifies on average rate to compensate, both with regard to importation and exportation, the turnover taxes it imposes directly or indirectly on the manufacture of a product or group of products, such rate shall be calculated according to the provisions of this directive and with reference to current manufacturing conditions.

2. The provisions of this directive shall not apply:

to the average rates existing at the time of entry into force of this directive even if they are used in calculating the previous tax burden, in accordance with the provisions of Article 6;

to adaptations of average rates resulting purely and simply from the general modification of the rates of the turnover tax.

Article 2

1. The average tax burden borne by a product shall be equal to the weighted average of the tax burdens borne by the product in the various chains representing its manufacture, determined for each chain in accordance with the provisions of Article 3 to 6. The weighting shall be made according to the importance of each chain in the overall manufacture of the product.

2. The average tax burden borne by a group of products shall be equal to the weighted average of the average tax burdens borne by the products representative of the group. The size of the group of products shall determine the number of representative product, the average tax burden shall be calculated in accordance with the provisions of paragraph 1. The weighting shall be made according to the importance of the products represented by each representative product in the total manufacture of the group of products.

Article 3

In calculating the tax burden borne by a product at the final stage of its manufacture, the tax burdens borne at this stage by all the factors affecting the cost price may be used.

Article 4

1. In calculating the tax burden borne by the product at the penultimate stage, the tax burdens borne at this stage by the raw materials, semi-finished and finished products used in raw materials, semi-finished or finished products taken at the final stage, as well as any other factor or element taken at the final stage may be used, if such factor or element represents at this stage at least 3 per cent of the selling price before tax of the final product.

2. In calculating the tax burden borne by the product at other stages, the burdens borne at each of these stages by the raw materials, semi-finished and finished products intended for use in manufacturing a raw material, semi-finished or finished product taken at the final stage may be used.

Article 5

1. If, for a factor or element taken at any stage, the tax burden at the previous stages has not been calculated in accordance with the rules of Article 4, the burden borne by such factor or element shall be liable to a standard increase of 50 per cent.

However, if the amount of the tax burden borne by such factor or element results from the application of a special rate, this amount must first be recalculated on the basis of the general rate of the turnover tax, before application of the standard increase. If such special rate covers one or more previous stages, the taxation resulting from the application of such rate shall not be liable to the standard increase.

2. The taxation for previous stages calculated in this way shall not exceed that which would result from application to such factor or element of the provisions of Articles 4 to 6.

Article 6

If an average rate already exists for any factor or element taken at any stage, such rate may be used in calculating the previous tax burden borne by such factor or element, provided it is in compliance with Article 97. Application of this rate shall be compulsory where it is justified according to the calculations submitted to the Commission in accordance with the provisions of Article 10.

Article 7

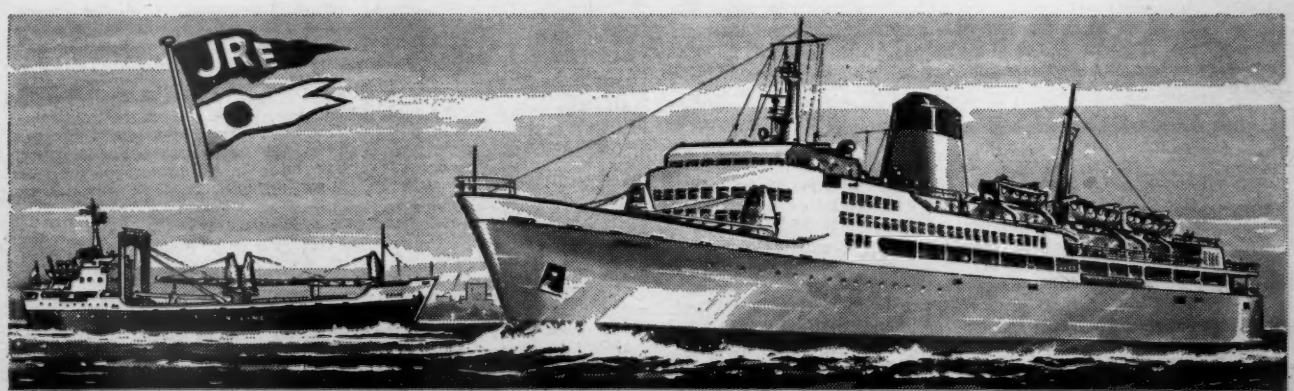
1. Where a Member State waives the calculation of the average tax burden in accordance with Article 2 to 6 in respect of a product or group of products, a standard evaluation of such burden may be made at an amount corresponding to 100 per cent, 75 per cent, 50 per cent or 30 per cent of the general rate of the turnover tax, according to whether the factors and elements of the product or group of products liable to be taken at the final stage and subject to the normal rate or increased rate of the turnover tax represent respectively 65 per cent, 50 per cent, 35 per cent or less than 35 per cent of the selling price before tax of the product or group of products.

2. The burden evaluated in this way may not exceed the average tax burden which would result from application of the provisions of Articles 2, 3, 4 and 6.

Article 8

The average rates shall be rounded up or down to the nearest half point according to whether the decimal fraction of the rate obtained is above or below 0.75 or 0.25.

(*Continued on next page*)



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EUROPEAN COMMUNITIES, *continued*

Article 9

After consultation with Member States, the Commission shall if necessary specify the procedures for applying Articles 1 to 8 in a directive.

Article 10

1. Where a Member State intends to institute or modify an average rate, it shall submit to the Commission a calculation of the average tax burden, drawn up according to the provisions of Articles 1 to 8.

2. Where the Commission considers that a tax burden of the standard type drawn up in accordance with Article 5 or Article 7 exceeds the limits stipulated in paragraph 2 of these articles, such Member State shall at the request of the Commission submit to it the calculation of this burden drawn up in accordance with Articles 2, 3, 4 and 6.

Copies of the above translation may be obtained on application to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

Remission of duty and processing levy

THE *Board of Trade Journal* dated March 5, 1965 (page 529) contained a notice about remission of duty and processing levy. It stated that in respect of goods produced wholly or partly in a Member State, from products from a country not a member of the community on which a full or partial drawback of customs duties or charges had been allowed, it was laid down that these benefits could be claimed only if the incorporated products had been subject to the collection of a levy in the Member State of manufacture at a rate equal to a percentage of the Common Customs Duty.

The *Journal Officiel des Communautés Européennes* No. L167 dated July 17, 1968 contains the text of Decision 68/284/CEE increasing the level of the processing levy to 100 per cent of the rate of duty in the Common Customs Tariff applicable to the imported goods. This Decision came into effect on July 1, 1968 on which date the Common Customs Tariff became the effective tariff of the six Member States of the EEC.

Copies of the Common Customs Tariff (Tarif Douanier des Communautés Européennes) showing the reductions resulting from the Kennedy Round of tariff negotiations, may be purchased through Her Majesty's Stationery Office at a cost of £6 13s.

Rules of competition

THE RULES of competition applying to private enterprise in the European Economic Community are contained in Articles 85 to 89 of the Treaty of Rome. An unofficial translation of Regulation No. 17 which was the first regulation adopted by the EEC authorities to implement the relevant articles of the Treaty and of the articles themselves, appeared in the *Board of Trade Journal* dated March 9, 1962. Unofficial translations of subsequent regulations and of the EEC's 'Practical Guide to the Rules of Competition' have also appeared in the *Board of Trade Journal*. All the Decisions made by the Commission of the EEC on agreements submitted to it in conformity with the rules and regulations have also been published. Copies may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

The Commission of the European Communities has now issued the following notice defining its attitude towards trading and research agreements between enterprises as affected by the rules of competition in the Treaties of Rome (EEC) and Paris (ECSC).

Notice
concerning agreements, decisions and concerted practices in the field of co-operation between enterprises.

Questions are frequently put to the Commission of the European Communities on the attitude it intends to take up, within the framework of the implementation of the competition rules contained in the Treaties of Rome and Paris, with regard to co-operation between enterprises. In this Notice, it endeavours to provide guidance which, though not exhaustive, could prove useful to enterprises in the correct interpretation, of Article 85 (1) of the EEC Treaty and Article 65 (1) of the ECSC Treaty.

I.

The Commission welcomes co-operation among small and medium-sized enterprises where such co-operation enables them to work more rationally and increase their productivity and competitiveness on a larger market. The Commission considers that it is its task to facilitate co-operation among small and medium-sized enterprises in particular. However, co-operation among large enterprises, too, can be economically justifiable without presenting difficulties from the angle of competition.

Article 85 (1) of the Treaty establishing the European Economic Community (EEC Treaty) and Article 65 (1) of the Treaty establishing the European Coal and Steel Community (ECSC Treaty) provide that all agreements, decisions and concerted practices (hereafter referred to as 'agreements') which have as their object or result the prevention, restriction or distortion of competition (hereafter referred to as 'restraints of competition') in the Common Market are incompatible with the Common Market and are forbidden; under Article 85 (1) of the EEC Treaty this applies, however, only if these agreements are liable to impair trade between the Member States.

The Commission feels that in the interests of the small and medium-sized enterprises in particular it should make known the considerations by which it will be guided when interpreting Article 85 (1) of the EEC Treaty and Article 65 (1) of the ECSC Treaty and applying them to certain co-operation arrangements between enterprises, and indicate which of these arrangements in its opinion do not come under these provisions. This notice applies to all enterprises, irrespective of their size.

There may also be forms of co-operation between enterprises other than the forms of co-operation listed below which are not prohibited by Article 85 (1) of the EEC Treaty or Article 65 (1) of the ECSC Treaty. This applies in particular if the market position of the enterprises co-operating with each other is in the aggregate too weak as to lead, through the agreement between them, to an appreciable restraint of competition in the common market and – for Article 85 of the EEC Treaty – impair trade between the Member States.

It is also pointed out, in respect of other forms of co-operation between enterprises or agreements containing additional clauses, that where the rules of competition of the Treaties apply, such forms of co-operation or agreements can be exempted by virtue of Article 85 (3) of the EEC Treaty or be authorized by virtue of Article 65 (2) of the ECSC Treaty.

The Commission intends to establish rapidly, by means of suitable decisions in individual cases or by general notices, the status of the various forms of co-operation in relation with the provisions of the Treaty.

No general statement can be made at this stage on the application of Article 86 of the EEC Treaty on the abuse of dominant positions within the comman market or within a part of it. The same applies to Article 66 (7) of the ECSC Treaty.

As a result of this notice, as a general rule, it will no longer be useful for enterprises to obtain negative clearance, as defined by Article 2 of Regulation No. 17, for the agreements listed, nor should it be necessary for the legal situation to be clarified through a Commission decision on an individual case; this also means that notification will no longer be necessary for agreements of this type. However, if it is doubtful whether in an individual case an agreement between enterprises restricts competition or if other forms of co-operation between enterprises which in the view of the enterprises do not restrict competition are not listed here, the enterprises are free to apply, where the matter comes under Article 85 (1) of the EEC Treaty, for negative clearance, or to file as a precautionary measure, where Article 65 (1) of the ECSC Treaty is the relevant clause, an application on the basis of Article 65 (2) of the ECSC Treaty.

This Notice does not prejudice interpretation by the Court of Justice of the European Communities.

II.

The Commission takes the view that the following agreements do not restrict competition.

(1) *Agreements having as their sole object:*
- (a) *An exchange of opinion or experience,*
- (b) *Joint market research,*
- (c) *The joint carrying out of comparative studies of enterprises or industries,*
- (d) *The joint preparation of statistics and calculation models.*

Agreements whose sole purpose is the joint procurement of information which the various enterprises need to determine their future market behaviour freely and independently, or the use by each of the enterprises of a joint advisory body, do not have as their object or result the restriction of competition. But if the scope of action of the enterprises is limited or if the market behaviour is co-ordinated either expressly or through concerted practices, there may be restraint of competition. This is in particular the case where concrete recommendations are made or where conclusions are given such a form that they induce at least some of the participating enterprises to behave in an identical manner on the market.

The exchange of information can take place between the enterprises themselves or through a body acting as an intermediary. It is, however, particularly difficult to distinguish between information which has no bearing on competition on the one hand and behaviour in restraint of competition on the other, if there are special bodies which have to register orders, turnover figures, investment figures, and prices, so that it can as a rule not be automatically assumed that Article 85 (1) of the EEC Treaty or Article 65 (1) of the ECSC Treaty do not apply to them. A restraint of competition may occur in particular on an oligopolist market for homogeneous products.

In the absence of more far-reaching co-operation between the participating enterprises, joint market research and comparative studies of different enterprises and industries to collect information and ascertain facts and market conditions do not in themselves impair competition.

Other arrangements of this type, as for instance the joint establishment of economic and structural analyses, are so obviously not impairing competition that there is no need to mention them specifically.

Calculation models containing specified rates of calculation are to be regarded as recommendations that may lead to restraints of competition.

(2) *Agreements having as their sole object:*

(a) *Co-operation in accounting matters,*
(b) *Joint provision of credit guarantees,*
(c) *Joint debt-collecting associations,*
(d) *Joint business or tax consultant agencies.*

These are cases of co-operation relating to fields that do not concern the supply of goods and services and the economic decisions of the enterprises involved, so that they cannot lead to restraints of competition.

Co-operating in accounting matters is neutral from the point of view of competition as it only serves for the technical handling of the accounting work. Nor is the creation of credit guarantee associations affected by the competition rules, since it does not modify the relationship between supply and demand.

Debt-collecting associations whose work is not confined to the collection of outstanding payments in line with the intentions and conditions of the participating enterprises, or which fix prices or exert in any other way an influence on price formation, may restrict competition. Application of uniform conditions by all participating firms may constitute a case of concerted practices, as may joint comparison of prices. In this connection, no objection can be raised against the use of standardized printed forms; their use must however not be combined with an understanding or tacit agreement on uniform prices, rebates or conditions of sale.

(3) *Agreements having as their sole object:*

(a) *The joint implementation of research and development projects,*
(b) *The joint placing of research and development contracts,*
(c) *The sharing out of research and development projects among participating enterprises.*

In the field of research, too, the mere exchange of experience and results serves for information only and does not restrict competition. It therefore need not be mentioned expressly.

Agreements on the joint execution of research work or the joint development of the results of research up to the stage of industrial application do not affect the competitive position of the parties. This also applies to the sharing of research fields and development work if the results are available to all participating enterprises. However, if the enterprises enter into commitments which restrict their own research and development activity or the utilization of the results of joint work so that they do not have a free hand with regard to their own research and development outside the joint projects, this can constitute an infringment of the rules of competition of the Treaties. Where firms do not carry out joint research work, contractual obligations or concerted practices binding them to refrain from research work of their own either completely or in certain sectors may result in a restraint of competition. The sharing out of sectors of research without an understanding providing for mutual access to the results is to be regarded as a case of specialization that may restrict competition.

There may also be a restraint of competition if agreements are concluded or corresponding concerted practices applied with regard to the practical exploitation of the results of research and development work carried out jointly, particularly if the participating enterprises undertake or agree to manufacture only products or the types of products developed jointly or to share out future production among themselves.

It is of the essence of joint research that the results should be exploited by the participating enterprises in proportion to their participation. If the participation of certain enterprises is confined to a specific sector of the common research project or to the provision of only limited financial assistance, there is no restraint of competition so far as there has been any joint research at all – if the results of research are made available to these enterprises only in relation with the degree of their participation. There may, however, be a restraint of competition if certain participating enterprises are excluded from the exploitation of the results, either entirely or to an extent not commensurate with their participation.

If the granting of licences to third parties is expressly or tacitly excluded, there may be a restraint of competition; the fact that research is carried out jointly warrants, however, arrangements binding the enterprises to grant licences to third parties only by common agreement or by majority decision.

For the assessment of the compatibility of the agreement with the rules of competition, it does not matter what legal form the common research and development work takes.

(4) *Agreements which have as their only object the joint use of production facilities and storing and transport equipment.*

These forms of co-operation do not restrict competition because they are confined to organizational and technical arrangements for the use of the facilities. There may be a restraint of competition if the enterprises involved do not bear the cost of utilization of the installation or equipment themselves or if agreements are concluded or concerted practices applied regarding joint production or the sharing out of production or the establishment or running of a joint enterprise.

(5) *Agreements having as their sole object the setting up of working partnerships for the common execution of orders, where the participating enterprises do not compete with each other as regards the work to be done or where each of them by itself is unable to execute the orders.*

Where enterprises do not compete with each other they cannot restrict competition by setting up associations. This applies in particular to enterprises belonging to different industries but also to firms of the same industry to the extent that their contribution under the working partnership consist only of goods or services which cannot be supplied by the other participating enterprises. It is not a question of whether the enterprises compete with each other in other industries so much as whether in the light of the concrete circumstances of a particular case there is a possibility that in the foreseeable future they may compete with each other with regard to the products or services involved. If the absence of competition between the enterprises and the maintenance of this situation are based on agreements or concerted practices, there may be a restraint of competition.

But even in the case of associations formed by enterprises which compete with each other there is no restraint of competition if the participating enterprises cannot execute the specific order by themselves. This applies in particular if, for lack of experience, specialized knowledge, capacity of financial resources these enterprises, when working alone, have no chance of success or cannot finish the work within the required time-limit or cannot bear the financial risk. Nor is there a restraint of competition if it is only by the setting up of an association that the enterprises are put in a position to make a promising offer. There may, however, be a restraint of competition if the enterprises undertake to work solely in the framework of an association.

(6) *Agreements having as their sole object:*

(a) *Joint selling arrangements,*
(b) *Joint after-sales and repair service, provided the participating enterprises are not competitors with regard to the products or services covered by the agreement.*

As already explained in detail under Section 5, co-operation between enterprises cannot restrict competition if the firms do not compete with each other.

Very often joint selling by small or medium-sized enterprises – even if they are competing with each other – does not entail an appreciable restraint of competition; it is, however, impossible to establish in this Notice any general criteria or to specify what enterprises may be deemed 'small or medium-sized'.

There is no joint after-sales and repair service if several manufacturers, without acting in concert with each other, arrange for an after-sales and repair service for their product to be provided by an enterprise which is independent. In such a case there is no restraint of competition, even if the manufacturers are competitors.

(7) *Agreements having as their sole object joint advertising.*

Joint advertising is designed to draw the buyers' attention to the products of an industry or to a common brand; as such it does not restrict competition between the participating enterprises. However, if the participating enterprises are partly or wholly prevented, by agreements or concerted practices, from themselves advertising or if they are subjected to other restrictions, there may be a restraint of competition.

(8) *Agreements having as their sole object the use of a common label to designate a certain quality, where the label is available to all competitors on the same conditions.*

Such associations for the joint use of a quality label do not restrict competition if other competitors, whose products objectively meet the stipulated quality requirements, can use the label on the same conditions as the members. Nor do the obligations to accept quality control of the products provided with the label, to issue uniform instructions for use, or to use the label for the products meeting the quality standards constitute restraints of competition. But there may be restraint of competition if the right to use the label is linked to obligations regarding production, marketing, price formation or obligations of any other type, as is for instance the case when the participating enterprises are obliged to manufacture or sell only products of guaranteed quality.

(*Continued on next page*)

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7146).

EUROPEAN COMMUNITIES, *continued*

Common organization of the market for cereals

THE TEXTS OF the following Regulations which affect trade in the cereals sector in the EEC have been published in the *Journal Officiel Communautés Européennes.*

Regulation (CEE) No. 968/68 relates to the system applicable to compound animal feedstuffs with a cereal base (*Journal Officiel* No. L166 dated July 17, 1968).

The *Board of Trade Journal* dated July 5, 1968 (page 59) contained an announcement about a Proposed Regulation making certain modifications to the basic cereals Regulation No. 120/67/CEE. This Regulation has now been approved and its text Regulation (CEE) No. 969/68 has been published in the *Journal Officiel* No. L166 dated July 17, 1968.

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for sugar

THE TEXTS OF the following Decision and Regulation which affect trade in the sugar sector in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

Decision No. 68/291/CEE authorizes Italy to suspend partially the collection of the levy on certain quantities of dried slices of sugar beet imported from third countries from July 1, 1968 (*Journal Officiel* No. L165 dated July 16, 1968).

Regulation (CEE) No. 973/68 (*Journal Officiel* No. L166 dated July 17, 1968) modifies the denaturation premium for raw sugar, fixed by Regulation (CEE) No. 840/68 (see *Board of Trade Journal* dated July 19, 1968, page 200).

The French texts of the above Decision and Regulation are available on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated July 26, 1968 contains an announcement about the common organization of the market for beef and veal.

The text of the following Regulations which affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 970/68 fixes the guide price, valid from July 29, 1968, for cows, bulls and calves (*Journal Officiel* No. L166 dated July 17, 1968).

Regulation (CEE) No. 972/68 establishes the general rules relative to intervention in the beef and veal sector (*Journal Officiel* No. L166 dated July 17, 1968).

Regulation (CEE) No. 989/68 establishes the general rules relative to granting aid for private stockage in the beef and veal sector (*Journal Officiel* No. L169 dated July 18, 1968).

Regulation (CEE) No. 990/68 relates to the general rules for fixing the levy applicable to certain frozen beef and veal (*Journal Officiel* No. L169 dated July 18, 1968).

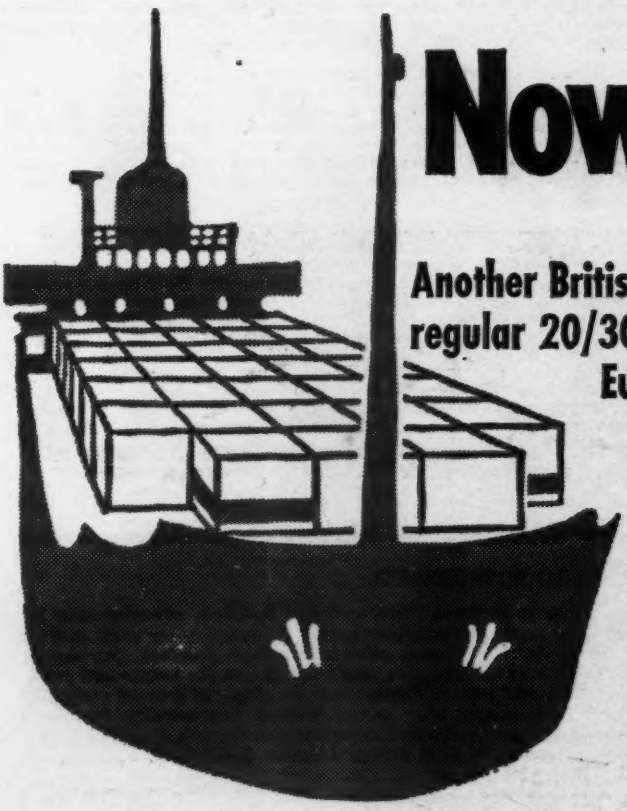
The Journal Officiel No. L165 dated July 16, 1968 contained the text of a corrective to Regulation (CEE) No. 805/68 (see *Board of Trade Journal* dated July 12, 1968, page 131) which sets up the common organization of the market for beef and veal.

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated July 26, 1968 contains an announcement about the common organization of the market for milk and milk products.

The texts of the following Decisions and Regulations which also



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affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes.*

Decision 68/292/CEE authorizes France to modify, during the 1967/1968 milk marketing year, the amount of the denaturation premium granted for powdered milk intended for animal feedstuffs (*Journal Officiel* No. L165 dated July 16, 1968).

Regulation (CEE) No. 971/68 establishes the general rules relative to intervention measures in the market for the cheeses Grana padano and Parmigiano Reggiano (*Journal Officiel* No. L166 dated July 17, 1968).

Decision 68/287/CEE fixes the maximum amount of refunds for certain milk products exported to third countries in the form of goods not coming under Annex II to the Treaty of Rome,(*Journal Officiel* No. L167 dated July 17, 1968).

Regulation (CEE) No. 985/68 establishes the general rules applicable to intervention measures in the market for butter and milk cream (*Journal Officiel* No. L169 dated July 18, 1968).

Regulation (CEE) No. 986/68 establishes the general rules relative to granting aid for skimmed milk and powdered skimmed milk, intended for animal feedstuffs (*Journal Officiel* L169 dated July 18, 1968).

Regulation (CEE) No. 987/68 establishes the general rules relative to granting aid for processed skimmed milk in the form of casein and caseinates (*Journal Officiel* No. L169 dated July 18, 1968).

Decision 68/294/CEE authorizes the Netherlands to grant a supplementary amount of refund for the export of anhydrous butter to Malaysia (*Journal Officiel* No. L169 dated July 18, 1968).

The French texts of the above Regulations and Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for pigmeat

THE TEXT OF the following Regulation which affects trade in the pigmeat sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L170 dated July 19, 1968,

Regulation (CEE) No. 998/68 relates to the non fixing of supplementary amounts for imports from Hungary of slaughtered pig and certain cuts of pig.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Trade in compound animal feedstuffs

THE TEXT OF the following Regulation which affects trade in compound animal feedstuffs in the EEC has been published in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 968/68 relates to the system applicable to compound animal feedstuffs with a cereal base (*Journal Officiel* No. L166 dated July 17, 1968).

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L167 dated July 17, 1968 contained the texts of the following Decisions affecting tariff quotas in the EEC.

Decision 68/280/CEE grants to Germany a tariff quota, for the period June 16, 1968 to February 14, 1969, for herrings (clupea harengus) and sprats (clupea sprattus) fresh, chilled or frozen (tariff heading No. ex. 03.01 BI(a)2). This quota is limited to 41,300 tonnes duty free and 33,700 tonnes at 0.5 per cent rate of duty.

Decision 68/281/CEE grants to Belgium and Luxembourg a tariff quota for herrings (clupea harengus) fresh, chilled or frozen and intended for processing (tariff heading No. ex 03.01 B I(a)2) for the period June 16, 1968 to February 14, 1969. This quota is limited to 1,300 tonnes duty free and 1,000 tonnes at 0.5 per cent rate of duty.

Decision 68/282/CEE grants to the Netherlands a tariff quota for herring (clupea harengus) fresh, chilled or frozen and intended for

(*Continued on next page*)

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EUROPEAN COMMUNITIES, *continued*

processing (tariff heading No. ex. 03.01 BI (a)2) for the period June 16, 1968 to February 14, 1969. This quota is limited to 3,400 tonnes duty free and 2,600 tonnes at 0.5 per cent rate of duty.

The French texts of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
997/67	On certificates for processed products derived from fruit and vegetables benefiting from the system of advance fixing of levies or refunds due to sugar content	1s. 0d. (1s. 3d.)
1020/67	Amplifying Regulation No. 13/64 in respect of the refund to be granted on dairy products contained in lacto-albumin exported to third countries	8d. (11d.)
1041/67	On rules for the application of export refunds on products coming under the common price system	1s. 6d. (1s. 9d.)
1076/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
1077/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
1083/67	Fixing the amount of the refund for oil seeds	8d. (11d.)
81/68	Fixing the export refunds for eggs with regard to the period beginning February 1, 1968	8d. (11d.)
82/68	Fixing the export refunds for poultry meat for the period beginning February 1, 1968	10d. (1s. 1d.)
121/68	Fixing the levies applicable to imports of processed products based on cereals and rice, including compound animal feeding stuffs	1s. 6d. (1s. 9d.)
122/68	Fixing the refunds for processed products based on cereals and rice, including compound feeding stuffs	1s. 6d. (1s. 9d.)
123/68	Fixing the levies applicable to rice and brokens	8d. (11d.)
124/68	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
125/68	Fixing levies in the olive oil sector	8d. (11d.)
126/68	Fixing the amount of the refund for olive oil	10d. (1s. 1d.)
127/68	Fixing the refund on export for oil seeds	10d. (1s. 1d.)
128/68	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)

FRANCE

Import regulations for meat and other animal products

THE FRENCH *Journal Officiel* of July 18 announced that derogations will be granted, under certain conditions, for the importation of the following products originating from Britain:

Tariff No.	Description
Ex 02.01	Meat and edible offals, fresh, chilled or frozen, of cattle, swine, sheep and goats of the domestic species.
Ex 02.05	Unrendered fats including pig fat free of lean meat, fresh, chilled or frozen, salted or in brine, dried or smoked.
Ex 05.04	Guts, bladders and stomachs, fresh, chilled or frozen, whole or in pieces of ruminants and swine of the domestic species.
15.02 ex A & ex B	Unrendereds fat.

Conditions to be fulfilled entail production of health certificate Model A as published in the Annex of the *Arrêté* of April 25, 1964.

The followng tariff items must be covered by production of health certificate Model D as published in the same *Arrêté:*

Tariff No.	Description
02.06 B & ex C	Meat and edible offals of domestic swine and ruminants, salted or in brine, dried or smoked.
Ex 16.01	Sausages and the like, raw, of meat, meat offal or animal blood (of domestic ruminants and swine.)
Ex 16.02	Others prepared or preserved meat or meat offals, raw, of domestic ruminants and swine.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext 423/408/288).

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Mr. J. B. Leitch (right) of the Technical Sales Department of Aveling Barford, a road-making equipment manufacturer, explains the working of a gear-making machine to Mr. Torben Fridriksson, head of the purchasing department of the Municipality of Reykjavik, during the latter's visit to the firm at Grantham. Mr. Fridriksson was on a two-week visit to Britain as a guest of the British Government. During his stay he talked to leading manufacturers, toured factories and hospitals and met Government Ministers.

SWITZERLAND

Amendment to customs tariff

THE SWISS *Recueil de Fois Fédérales* of June 28, 1968 published a Decree of the Federal Council amending the wording and rates of duty of certain tariff headings The following changes have been made in the rates of duty with effect from July 1, 1968:

Tariff No.	Description of goods	Rate of duty (S.Fr. per 100 kg. gross)	
		Old rate	New rate
48 01 30	Felt paper	8·00	4·00

Tariff headings 54.01.16 and 57.01.16 have been reworded as follows:

Tariff No.	Description of goods	Rate of duty (S.Fr. per 100 kg. gross)
54 01	Flax, raw or processed but not spun; flax tow and waste (including pulled or garnetted rags):	
	slivers, of a weight of:	
16	more than 12 g per m (G.T. fr. 25) . . .	0·20
18	12 g or less per m(G.T. fr. 25) . . .	25·00
57 01	True hemp ('Cannabis sativa'), raw or processed but not spun; tow and waste or true hemp (including pulled or garnetted rags or ropes):	
	slivers, of a weight of:	
16	more than 12 g per m (G.T. fr. 25) . . .	0·20
18	12 g or less per m (G.T. fr. 25) . . .	24·00

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

AUSTRIA

Import duty

THE AUSTRIAN *Bundesgesetzblatt* of July 12, 1968, published an Order of the Ministry of Finance dated June 26, to the effect that as from July 15, the rate of import duty on Tariff heading 23.04 Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oil will be 50.-Schillings per 100 kg.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 451).

ALGERIA

Customs tariff modifications

THE ALGERIAN *Journal Officiel* of June 4, 1968 published the following details of modifications to the Algerian Customs tariff. The new rates are effective as from June 4.

Tariff No.	Description	Statistical code	Tariff		
			TMP	CEE	DC
Ex 33-06	Other alcoholic perfumery presented in containers of a capacity of:				
	X More than a half-litre .	33-06-24	80	85·5	91
	Y A half-litre or less . .	33-06-25	100	105·5	111
Ex 33-06 B II	Other alcoholic perfumery .	33-06-28	100	105·5	111
85-01 A I	Electromagnetic machinery of a weight of 10 kg or less . .	85-01-51	15	17·5	20
85-01 A II	Other electromagnetic machinery of a weight of more than 10 kg and of 500 h.p. or less .	85-01-55	15	17·5	20
85-01 B I a	Transformer gauges of a weight of 10 kg or less	85-01-61	15	17·5	20
85-01 B I b	Other transformers of a weight of:				
	more than 500 grs . .	85-01-62	15	17·5	20
	500 grs or less . .	85-01-63	15	17·5	20
85-01 B I c 2	Inductors of a weight of 500 grs or less	85-01-65	15	17·5	20
85-19 A I a 2	Other electric circuit breaking apparatus of a weight of more than 2 kg for a voltage of less than 1,000 v . . .	85-19-07	15	17·5	20
85-19 D I	Switchboards and control panels comprising one or more instruments	85-19-71	15	17·5	20

The *Journal Officiel* of June 7 announced the suspension, as from that date, of Customs duties on B.N. No. Ex 73-14 (iron wire, uncoated).

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

JORDAN

Import of goods other than via the port of Aqaba

DEFENCE ORDER No. 8 of 1968, issued by the Jordan Prime Minister on July 11, 1968, replaces a similar order published in this *Journal* on May 31, 1968.

The new order does not differ in its main subject matter from the previous one, but it is more lenient with regard to the amount of guarantees called for in sub-paragraph b of item 1. The new text reads as follows in translation:

Defence Order No. 8 for 1968 issued by virtue of defence regulation No. 6 of 1939

By virtue of the fifth article of Defence Regulation No. (6) for the year 1939, I order the following:

(*Continued on next page*)

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JORDAN, *continued*

1. All licensed banks in the Kingdom should not deliver shipping documents or other documents relating to import of goods arriving to the Kingdom in transit via ports other than Aqaba port, except in conformity with the following arrangements:
   (a) It is not allowed to deliver shipping documents or documents pertaining to any goods imported to the Kingdom to their respective importers except against a bank guarantee of 25 per cent of the value of goods, issued to the order of HE Minister of Finance/Customs and this guarantee is not returnable unless when it is proved that the goods have been entered within the specified period.
   (b) Authorized clearing companies are licensed by the Jordanian Customs authorities to receive shipping documents for goods imported via ports other than Aqaba after presentation of a bank guarantee for JD2,000 and a legal guarantee for JD10,000, endorsed by one or more Jordanian merchants, the suitability of whom should be testified by a Chamber of Commerce.
   (c) If any person did not bring his imported goods which arrive through a port other than Aqaba within a maximum period of three months from the date of receipt of the relative documents, to the Customs authorities in the Kingdom, and he was in receipt of the shipping documents and other documentation from the licensed banks, the amount of the guarantee will be transferred to the Treasury account by order of HE Minister of Finance/Customs.
   (d) If the clearing companies authorized to transport goods imported through ports other than Aqaba did not bring the goods whose documents they have received from the licensed bank, to the Customs authorities in the Kingdom within a maximum period of three months from the date of receipt of these documents, and if they did not provide lawful reason that would convince the Customs authorities and the Central Bank for so doing. Their guarantee will be confiscated on request by the Minister of Finance/Customs and the company's activities will be suspended until final settlement of the cost.
   (e) In the exceptional excused cases, it might be possible to extend the period mentioned in the above two items up to the period deemed suitable by the Minister of Finance/Customs, after applying for extension prior to the expiry date of the original period stating reasons calling for the extension.
   (f) All clearing companies must provide the concerned authorities in the Ministry of Finance/Customs and the Central Bank with all clarifications concerning goods which documents they have received from the licensed banks in Jordan.
   (g) After the approval of the Central Bank of Jordan, the Ministry of Finance/Customs may allow the operating banks to deliver documents to their owners without resorting to the obligations mentioned in this order.
   (h) Subject to the conditions and limitations of the Central Bank, goods imported direct by the Government Departments, Army, Public Security and public organizations, will be excepted, provided such goods are not imported through contractors.
2. This order shall come into effect as from the date of its published in the *Official Gazette*.
3. Thist order cancels and replaces order No. 4 of 1968.

Sgd. PRIME MINISTER.

July 3, 1968

GHANA

Notice to importers

THE FOLLOWING Notice to Importers No. 309 was published in the Ghana *Commercial and Industrial Bulletin* of July 19, 1968:

It is hereby notified for the information of all holders of valid 1968 Import Licences that with effect from August 1, no requests for amendments of any kind will be entertained except in very special circumstances.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

UGANDA

Import licensing: correction

IN A NOTICE published in the *Board of Trade Journal* of July 26, page 291, details were given of Statutory Instrument No. 99 of 1968, referring to dry cell batteries. It is regretted that the notice was incorrect. This should read as follows:

Statutory Instrument No. 99 of 1968, published in the Uganda *Official Gazette* of July 5, announces, with effect from that date, the External Trade (Import Prohibition) Order, 1968. The importation of the class of goods specified in the following Schedule, except those which are manufactured in Kenya or Tanzania, are now prohibited,

Schedule

Dry cell batteries for torches, transistor radios, etc., of the following sizes:

D size, medium size, and penlite size.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

MALAYSIA

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968.

Industries	Products
1. Manufacture of wood, rattan, mengkuang, cork products except furniture and footwear	Glue up laminated wood products.
2. Manufacture of fruit juices	Papain.
3. Ore separation	Chemical extraction of metals from rare earths.
4. Manufacture of fabricated structural shapes	Electric distribution steel towers.
5. Manufacture of miscellaneous products of petroleum and coal	Solid fuel tablets (Hexamethylenetetramine).

This notice means that it has been represented to the Minister of Commerce and Industry that the development and establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before August 24 of his objections and of the grounds on which they are based.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the following industry and product has been declared a Pioneer Industry and Pioneer Product under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Solvent extraction of vegetable oil	Extracted meal

A preliminary notice of the intention of the Singapore Government to designate this product appeared in the *Board of Trade Journal* dated June 7, 1968, page 1775. Further inquiries about Pioneer Industries Legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting reference CRE 6197/G.

Import control

THE SINGAPORE *Government Gazette* dated July 1, publishes the Prohibition of Imports (General Licence) (Amendment No. 9) Notification, 1968, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by deleting the following items:

25. Caustic Soda (Sodium Hydroxide)
67. Writing and drawing inks, including marking inks
68. Haircream

The effect of this amendment is that a specific licence is no longer required for the above-mentioned items.

AUSTRALIA

Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **flexible metal tubing, piping and shafts** (tariff items 73.25.100, 83.08 and 84.63.300.

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
73.25	Stranded wire, cables, cordage, ropes, plaited bands slings and the like, of iron or steel wire, but excluding insulated electric cables:		
73.25.100	of a kind commonly used as shafting for flexible transmissions	7½%	Free
83.08	Flexible tubing and piping, of base metal:		
83.08.100	Wholly or essentially of spirally wound wire	55% Primage 5%	27½%
83.08.900	Other	7½%	Free
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears and gearing (including friction gears and gear-boxes and other variable speed gears), flywheels, pulleys and pulley blocks, clutches and shaft couplings:		
84.63.300	Of a kind used solely or principally with fuel injection equipment for compression ignition engines; flexible shaft transmissions and parts therefor	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than August 14.** Before this date therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1467/68.

Tariff Board inquiry (2)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **calcium carbide** (tariff items 28.56.1 and 38.19.99).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than August 19.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E 1474/68.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australia Free Trade Agreement, the inclusion in Schedule A of that Agreement of **electric shavers** falling within paragraph 85.07.11 would be seriously detrimental to the Australian industry.

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of duty	
		General	Preferential
85.07	Shavers and hair clippers, with self-contained electric motor:		
85.07.1	As used on human beings:		
85.07.110	Shavers	30%	20%

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. C.R.E. 1475/68.

CHILE

Permitted Import List

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
34	29.04	Alter sub-heading 'Propyl alcohol' to read 'Isopropyl alcohol'	100
69	39.01	Add new sub-heading: Aminoplasts in sheets or rolls for electrical insulation or for making decorative wall sheeting	20
89	48.16	Insert new item: Other containers made of paper or cardboard	10,000
90	Ch. 48	*General headings:* Add new sub-heading: Other papers and cardboards	10,000
97	56.02	Add new sub-heading: Cellulose acetate, in hanks, for making cigarette filters	20
143	84.01	Delete the existing sub-headings and insert the following:	
		Steam boilers and generators with specific evaporation capacity of up to 30,000 kg. per hour (66,150 lb. of steam per hour) and an effective working pressure of up to 20 atmospheres (294 lb. p.s.i.)	10,000
		Steam boilers and generators with a specific evaporation capacity of more than 30,000 kg. per hour (66,150 lb. of steam per hour) and an effective working press or up to 20 atmospheres (294 lb. p.s.i.)	50
		Other boilers	50

GUYANA

Import licensing arrangements

THE SCHEDULE of Exceptions to the Guyana Open General Licence (see *Board of Trade Journal* of January 10, 1964, page 68) has been further amended by the addition of the following to item 051-06 appearing therein:

'Pears (fresh);'

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

URUGUAY

Prior deposits

URUGUAYAN Central Bank Circular No. 78 of July 5, 1968 states that the following sliding scales of prior deposits will apply to approved imports of 'capital' goods (i.e. goods not manufactured in Bolivia and which were listed on page 1201 of the *Board of Trade Journal* of November 12, 1965):

	From non-members of LAFTA	From LAFTA members
Less than one year financing	150%	105%
Between one and less than two years	100%	70%
Between two and less than three years	50%	35%
Three years or more	Nil	Nil

These provisions will apply until September 30, 1968.

The sliding scale will not apply to imports authorized for each importer and which do not exceed the sum of US$10,000 during the period July 5 to September 30, 1968, which will be free from prior deposits. Neither will it apply to imports of 'capital' goods which do not conform to the requirements of Circular No. 78; these will be subject to prior deposits of 225 per cent when imported from non-members of LAFTA and 155 per cent when imported from LAFTA members.

PERU

Stamp duty on remittances of funds abroad

HM EMBASSY in Lima reports that Supreme Decree No. 216-68-HC of June 28, 1968, provides for the imposition of stamp duty of 1 per cent on all remittances of funds from Peru to other countries, including transfers of funds from branches, agencies or representatives in Peru to their head offices abroad, whatever the document, procedure or method used to effect these remittances.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Welding electrodes

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

The following products have been declared 'pioneer products' for the purposes of the above law:

(1) Enamelled glazed tiles
(2) Crockery
(3) Sanitary ware

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated February 23, 1968, page 653.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Indepen--dence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Hgh Commission, Commercial Department, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

JAMAICA

Industrial incentives law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

(i) Electric power tools and accessories;
(ii) Wheelbarrows for industrial and domestic use.

'Approved manufacturers' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BARBADOS

Budget proposals

THE BARBADOS Budget, presented on July 2, contained proposals to increase import duties, levy additional consumption taxes and to impose or extend certain other miscellaneous taxes, duties, licences and registration fees etc.

The Board of Trade have now received copies of Orders implementing the proposals relating to increased import duties and additional consumption taxes. Goods affected are as follows:

(i) import duties
  (a) Preserved vegetables in airtight containers;
  (b) Cider, perry and unenumerated spirits;
  (c) Medicinal wines;
  (d) Perfumed spirits and certain cosmetic and toilet preparations;
  (e) Explosives;
  (f) Certain items of cutlery;
  (g) Safes, strong boxes, cash and deed boxes;
  (h) Name and sign plates;
  (i) Office machines and equipment;
  (j) Air conditioning units, air blowers and cleaners;
  (k) Wigs, false beards and switches.
(ii) consumption taxes
  (a) Wines, whisky, gin, brandy, cordials and vodka;
  (b) Cigars and cheroots;
  (c) Writing, copying, calculating machines, foolscap and letter paper (excluding exercise books);
  (d) Refrigerators and refrigerating equipment;
  (e) Stoves, cookers, furnaces;
  (f) Accumulators, phonograph records, poles and posts;
  (g) Manufactured gas.

The structure of the Barbados Tariff has also been revised in respect of the following items – Domestic refrigerators; Food wastes and prepared animal feeds; Saccharine and other artificial sweetening substances.

Details of these changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471), to whom all other inquiries about the above notice should be addressed. Further information on the remaining proposals will be published in the *Board of Trade Journal* as soon as possible.

MEXICO

Shipping documents

HM EMBASSY in Mexico City report that the date entry into force of the shipping export documentation requirements reported in the *Board of Trade Journal* of May 31 has been postponed to September 1 for goods arriving overland, and September 15 for goods arriving by sea.

UNITED STATES

Guides for the dog and cat food industry

THE *Board of Trade Journal* of October 6, 1967 gave notice of a proposal of the United States Federal Trade Commission to issue guides for the dog and cat food industry to assist manufacturers and other sellers of dog and cat foods to avoid violations of the Federal Trade Commission Act in the labelling and advertising of their products. The purpose of the proposed guides is to encourage voluntary compliance with the Act which makes illegal unfair methods of competition and unfair or deceptive acts or

practices in commerce as well as false advertising of food, including animal foods.

After consideration of all the comments and data received, the Federal Trade Commission has now issued revised proposed guides and has invited further comments from all interested parties.

Comments may be submitted by letter, memorandum, brief, or other written communication to the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, NW., Washington, D.C. 20580, to arrive not later than August 19, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Guides for the watch industry

THE UNITED STATES Federal Trade Commission has published guides for the watch industry relating to such subjects as misrepresentation of the metallic composition or durability of watches and watch cases and deceptive pricing or selling practices. Although advisory in nature, the guides are interpretive of the laws administered by the Commission and become effective on August 18, 1968, except for the provision relating to marketing and labelling, which become effective on January 15, 1969.

Inquiries about this notice should be addressed to the Commercial Relatives and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act

Frozen desserts

THE *Board of Trade Journal* of February 9, gave information about a proposal of the United States Food and Drug Administration to amend the regulations under the Fair Packaging and Labelling Act with regard to frozen desserts packaged in standardized 8, 16, 32 and 64 fluid ounce containers.

After consideration of all the comments received on this proposal, the Food and Drug Administration has issued an amendment to Section 1.1c of the regulations, effective September 14, 1968, to exempt frozen desserts from certain of the labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before August 15, 1968.

Wheat flour products

The *Board of Trade Journal* of March 1, 1968, gave information about a proposal of the United States Department of Health, Education and Welfare, to amend the regulations under the Fair Packaging and Labelling Act with regard to certain wheat flour products packaged packaged in conventional 2, 5, 10, 25, 50 and 100 pound packages.

After consideration of all the comments received on this proposal, the Department of Health, Education and Welfare has issued an amendment to section 1.1c of the regulations, effective September 15, 1968 to exempt certain wheat flour products from some of the labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objection with the Department of Health, Education and Welfare before August 16, 1968.

Fresh apples

Notice was given in the *Board of Trade Journal* of March 29, 1968, of a proposal of the United States Food and Drug Administration to amend the regulations under the Fair Packaging and Labelling Act to exempt fresh apples packed in 3 pound polythene bags or 3 pound over-wrapped trays from certain of the labelling requirements of the Act.

After consideration of all the comments received on this proposal, the Food and Drug Administration has concluded that the proposed exemption should not be adopted.

Since there has been no opportunity for fresh apple packers to make label changes during the pendency of the exemption proposal, the Food and Drug Administration has further concluded that any fresh apple label changes made necessary by the regulations under the Fair Packaging and Labelling Act should be made before July 1, 1969, rather than July 1, 1968.

Inquiries about the above notices should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING RULING has been made in Canada for Canadian Customs purposes.

'Of a class or kind made in Canada'
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(Ruling effective August 22, 1968)

The above information is contained in Canadian Department of National Revenue Memorandum D51-33-4, dated July 22, 1968.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow Airport (Q)	7 June 1968
Trade by air (6-M)	22 Mar. 1968
Balance of Payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	26 July 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 July 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	14 June 1968
Catering trades turnover (M)	12 July 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	19 July 1968
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	5 July 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	28 June 1968
Production, exports and orders (M)	26 July 1968
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Film industry:	
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Cinema admissions and takings (M)	12 July 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
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Trends in film-going (A)	20 Oct. 1967
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Value of overseas trade: analysis of trends (Q)	10 May 1968
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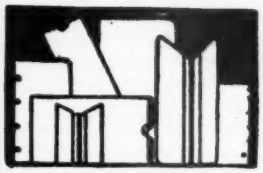

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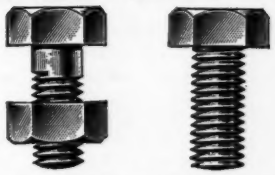

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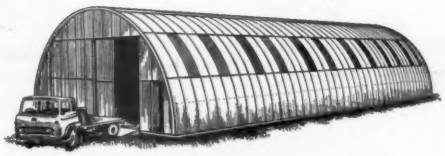

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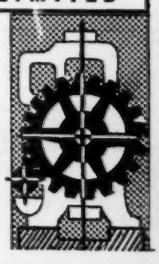

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